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It is Entirely Up to You!

*The truck represents a specific value and as such
deserves full acceptance by Sellers,
Buyers and Bankers.*

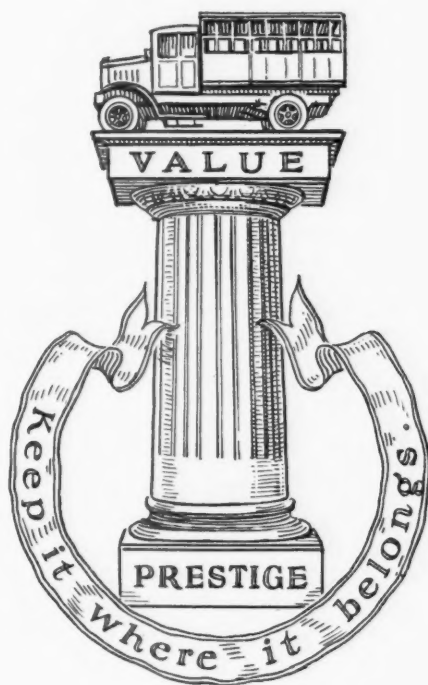
Truck Business Fundamentally Sound. Keep It So!

By Albert G. Metz

WITH the truck business continuing at record levels, the outlook for the remainder of the year is most encouraging. There are flat spots here and there but generally speaking the industry is showing a conservative forward movement, keeping pace with the good business conditions which are general throughout the country. Truck manufacturers replying to a recent questionnaire gave most optimistic reports, indicating not only that production is climbing steadily but that no attempt is being made to crowd the market. Production and sales are keeping an even pace.

Department of Commerce figures show that production of trucks for the first four months of this year totaled 175,586 vehicles. April production of trucks and buses is given as 53,268. At this rate estimated production for 1926 would run around 525,000 vehicles.

Whether this figure will be reached or exceeded would in the long run have very little effect on the general sound condition of the industry. In all probability it will be exceeded. The important thing to remember is that the truck industry is keeping within bounds on production. Any reduction which might occur would be more than offset by the fact that the industry in general is operated along conservative cooperative lines with its dealers. The tendency to load up the dealer has given way to a more sensible appreciation of the limitations in this respect. Special drives and spectacular methods do not move trucks as a rule. There may be some exceptions, where for instance, an aggressive dealer has increased his sales over a certain period by pushing a particular model or taking advantage of a local condition. Bonuses



or sales contests may make the sales curve for an individual dealer do some skyrocketing, but such methods, which are perfectly proper where the situation warrants their use, cannot be applied to the business as a whole.

From the foregoing it must not be construed that the writer believes the truck industry is resting on a bed of roses. Of course, there's all kinds of competition in the truck industry. But it's no different from any other industry. Ask any business man in any business foreign to the truck industry, how business is and if he tells you it is good, he will state in the next breath that "competition is fierce."

From a competition standpoint we doubt whether the truck business is half as bad as it is painted. Most of the so-called "fierce" competition resolves itself to group competition in which large manufacturers are fighting for supremacy among themselves. On the other hand there are smaller truck manufacturers who by consistent

effort and straightforward selling practices are doing a very profitable business. It takes a lot of grit to do this but in the long run those manufacturers will reap the benefit. They are laying the foundation of a sound business and, furthermore, they have vision and faith in the future of the business.

All things considered the truck industry is in good shape and admittedly still in its infancy. Irrespective of all the regulatory legislation that has already been placed upon it and that which is still to be heard about, the industry is progressing. Despite all the attempts to discredit the bus business as a fad a few years ago, that end of the business is developing even faster than the industry expected it to. So that, even with all the at-

tempts to stop the progress of the industry, it has succeeded, because it's a public necessity. The truck and bus business is bound to grow in direct proportion to the increase of general business. Spectacular methods will not hold water in the truck business, but consistent effort plus sound business practices will eventually win out.

Granting that fundamentally the industry is in good shape there are still certain situations which need rectification. Despite all the good things that can be said about the truck industry, its size, its recognition by the business interests, its public acceptance and so forth, there are certain conditions to which the industry must give specific attention.

One of these is the lack of interest which the average banker, particularly the banker in the smaller community, displays towards financing truck sales.

Of course, there are some banks which handle truck paper with no more equivocation than they would any other securities, but they are decidedly in the minority.

The president of a well known truck manufacturing company recently told the writer of a case where a banker had refused to loan money on truck paper but instead loaned the money to the same individual on his personal note. The mere fact that the paper had the word truck on it seemed to scare the banker, and for no particular reason that the banker could give except that it was "truck" paper.

Not Sold Properly

Many more instances could be cited to illustrate the attitude which the banker expresses on this subject, all of which point to the same conclusion, namely, that the banker has not been sold properly on the truck industry. Perhaps some deals in the past have been somewhat uncertain and he had to repossess some trucks. Reconditioning trucks is somewhat outside of the banker's line. He isn't anxious to go into the truck business. But that

shouldn't stop him from handling truck paper that is absolutely secure. There shouldn't be any discrimination shown, just because it's truck paper.

There is no panacea for this situation. It remains for every dealer and manufacturer who is experiencing difficulty in having his paper accepted to do a little more selling of the truck business to the banker. The banker is confronted with all kinds of propositions of which truck retail financing perhaps forms a small part. Being somewhat uncertain anyway as to the security of truck paper his natural inclination is to ignore it altogether. In view of the fact that some of the independently operated finance companies also refuse truck paper, the banker sees no reason why he should take the risk.

Many arguments can be advanced giving reasons why the banker ought not discriminate against truck paper but that wouldn't help the situation a bit.

Present It as It Is

What the industry needs to do first of all is to establish retail merchandising principles which would present the motor truck for what it really is, a mechanical piece of apparatus worth a specific amount in U. S. currency. The truck is very definitely a real tangible quantity, and as such deserves relative acceptance in banking circles. But just as long as dealers and manufacturers encourage ridiculously long terms and small down-payments—just so long will the banker shy from truck paper.

Selling the banker on the acceptance of retail truck paper will then be an easy matter. Inviting the banker to local dealer meetings; having committees of the local dealer associations place facts and figures before the banker in the small communities on the advantages of accepting that paper and keeping it in the home town, where it really belongs. Establishing a closer contact with the banker and giving him some real facts concerning the industry will change his views.

Prompt Reservation Advised by A. E. R. A.

Diagrams showing the booth layout, together with application for space at the A. E. R. A. Convention to be held at Cleveland, October 4th to 8th, inclusive, have been mailed to the members.

As in previous years, a thirty day time limit has been set for the return of applications. All space requests received at Association Headquarters up to the close of business—June 30th—will be awarded space by the Exhibit Committee, which is scheduled to meet the early part of July to make the official space assignment. Applications received after June 30th will be assigned space in the order of their receipt by the Director of Exhibits.

The plans contemplate the full use of both floors of the Cleveland Public Auditorium. In addition, a steel structure, to be known as the Auditorium's West Wing, with an ornamental stucco facade, and planned to conform to the architectural lines of the Auditorium, will be erected immediately adjacent to the Auditorium. In all, there will be available 111,902 square feet of space in both buildings, distributed over 312 booths.

In addition 8 large booths outdoors for operating exhibits of steam shovels, caterpillar cranes, earth borers, tie-

tampers, welders and other maintenance of way operating exhibits are provided as well as 1500 lineal feet of track space for the display of street, rapid transit, interurban, gas-electric, gasoline, crane, dump and other car exhibits. The track space has been divided off into ten foot units, in order to accommodate equipment of varying lengths. Should space requests necessitate additional square footage, it will only be necessary to lengthen out the Auditorium's West Wing, which can be readily accomplished. There is ample City Mall property, immediately adjacent, which has been placed at the disposal of the Association for such use.

From present indications the manufacturers' display at this Convention promises to outclass anything that has been attempted heretofore, and any manufacturer who contemplates having a display should lose no time in getting his space application in prior to June 30th, so it may receive the Committee's attention in time to enable it to award a desirable location.

The Stewart Motor Corp. has appointed the New York Stewart Truck Co., Inc., 14 West End Ave., at 60th St., New York City, as distributors for Stewart trucks in Manhattan and Bronx and Westchester County.

Gasoline Quality Unchanged Mines Bureau Reports

The quality of motor gasoline sold in the United States in the past few years has undergone very little change, the Bureau of Mines, Department of Commerce, finds as the result of special surveys made in the larger cities semi-annually. The gasoline being sold now is approximately equal to that sold six years ago and in the intervening years, according to the summary of the surveys.

Samples were taken from approximately 150 service-station pumps in widely scattered cities of the United States, by Bureau of Mines employees, and examination of the sample thus gathered shows very little variation in the average value of gasoline.

There is no necessary relation between the gravity of gasoline and its volatility or utilization as a motor fuel, the Bureau points out.

Whether gasoline in the future will have approximately the same characteristics that it has had for the past six years will depend upon the necessity for a fuel of these characteristics, according to A. J. Kraemer, associate petroleum chemist, Bureau of Mines. The state of automotive development affects the value of any certain fuel.

What TO DO *and* NOT to DO in Fitting Piston Pins

The proper method of using tools is very essential to obtain a good fit—
Methods outlined include reaming, lapping and broaching

CLAMPING the piston in a vise and turning the reamer through it by means of a double end reamer wrench will result in a much better fit than the common method of turning a piston about a reamer held in a vise. (Fig. 1 and 2.)

Two faults will usually be found with work done by turning the piston about the reamer. The part of the hole first reamed will be larger than it should be due to the inability of the workman to hold the piston with the axis of the hole exactly parallel with the axis of the reamer. The piston is not balanced over the reamer and when turning it about, the reamer, it wobbles slightly. This



Fig. 1. The approved method of hand reaming pin bearings. Note how piston is held

results in the hole being cut large until the reamer has entered far enough to stabilize the work. The hole therefore tapers slightly, being too large on one end and the exact size at the other. This condition increases the likelihood of the

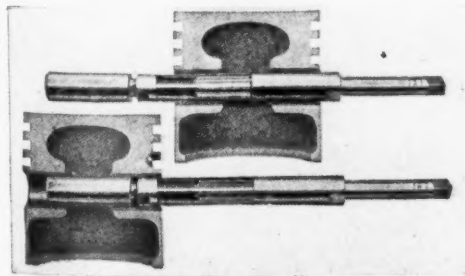


Fig. 4. Bottom. Cutter entering first bushing. Top. Entering second bushing guided by rear pilot

By C. E. Hermann, M. E.

piston pin wearing early to a sloppy fit.

The second fault is that the hole, as usually reamed, is not at right angles to the central axis of the piston. In order to avoid the resulting end thrust on the connecting rod bearings and side pressure on the cylinder walls the connecting rod must be sprung to one side or the other. Connecting rods and piston should be tested for alignment in all cases irrespective of the method used for reaming the piston pin bushings.

The first requirement of a satisfactory piston pin bushing reamer is that it be provided with both front and rear pilots, so spaced that the front pilot will pass through the first bushing and enter the second before cutting begins while the rear pilot holds the reamer true until the reaming of both bushings is entirely finished. (Fig. 3.)

Pilot Reamer

A pilot reamer is shown in figure 3. The end "a" is fluted at the end and is generally two thousandths larger than the nominal size of the reamer used in producing the initial hole. The fluted end insures a bearing for the reamer end constituting the pilot. This pilot must enter the opposite hole of the piston before the body "b" of the reamer

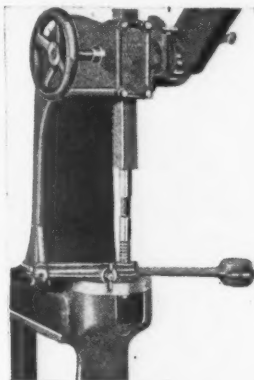


Fig. 6. The bushing in rod is broached by using a clamp over small end rod as shown

enters the rear hole. The size of the reamer portion "b" is variable, the reamer being expanding for a maximum of ten to fifteen thousandths. The portion "b" then reams the hole to the desired size and passes on through to the opposite hole. While reaming the opposite hole the portion "c" forms the pilot for the finished hole. The manner in which front and rear pilots align the reamer is illustrated in Fig. 4.

A high class bearing for the pin may be made by following the reaming operation with a lapping operation. This process removes tool marks by use of a lap and produces a solid bearing surface from the very start.

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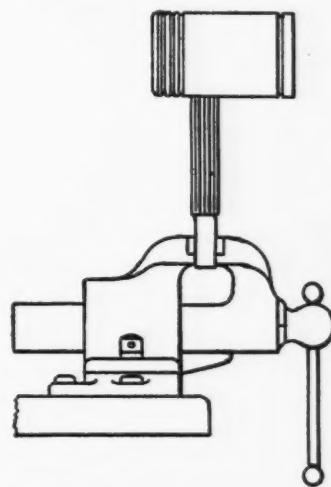


Fig. 2. Unapproved method of turning piston about the reamer

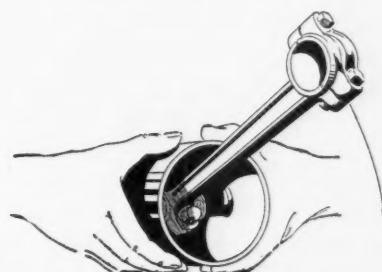


Fig. 7. The rod should drop gradually when piston is held as shown and given a quick shake

Why the Unbusinesslike Principles of Motor Truck Merchandising?

Burdening the dealer to clear the factory is business suicide for both. Collapse of dealer means a reorganized territory at the expense of time, money and prestige.

By L. H. Stumm

District sales manager, Garford Motor Truck Co., Lima, Ohio, bases his observations on a ten-year experience in the automotive industry

SOME recent experiences in competition for truck and bus business causes me to wonder regarding the ultimate result of the policies pursued, and the terms extended.

My connection with the industry has extended over a period of 10 years and, while competition has always been keen, it seems to have now approached the status of school-boy jack-knife swapping.

My belief is daily strengthened that certain fundamental principles underlie permanent business, and a deviation therefrom is but a marking of time against a reaction or positive failure.

The Field Gives Proof

I have recently been in contact with several deals wherein some of our most widely known and strongly financed manufacturers have gone into the field of speculation, selling thousands of dollars worth of merchandise with little or no down-payment, abnormal allowances for used trucks and unusual and uncalled for allowances covering time of payments.

I am constrained to wonder just how much personal and financial interest the individuals negotiating such deals have in their respective companies, and if their eagerness for a big showing today does not outweigh their thought of their own and their company's future.

I have never seen a condition where there was not a time accounting, and am of the opinion that it is awaiting the motor truck industry.

I am forced to the conclusion that many truck representatives are successfully devoting their time to selling their respective officials on the idea of accepting business on the terms suggested by pro-

spective purchasers, rather than those suggested by sensible business reasoning.

The policies are applied more generally to the business handled directly by the manufacturers and their branches, where a more thorough knowledge of

business principles is expected than of some individual dealer. Again we find a disposition on the part of some manufacturers and their representatives to encourage their dealers to accept any kind of a deal that will move a unit from the factory. This seems to me as sure a method of business suicide as an insidious poison, not only for the dealer but the manufacturer as well who must, following each business collapse of a dealer, reorganize his territory at a considerable cost and a necessary loss of prestige.

What Would It Mean?

If prices are inflated to the extent that it is profitable to allow from 100 per cent to 300 per cent more than the re-sale value of a used truck what would it mean to the truck operators of this country, should prices be readjusted to the basis of a fair profit to the manufacturer and the dealer and a return to normalcy in the matter of trade in allowances?

In justice to reliable established users of motor trucks, should their investment not be respected rather than imperiled by the speculating selling to every irresponsible individual, who can beg, borrow or steal a hundred dollars or an old

chassis, to apply on the purchase price of new equipment and to immediately enter into a price cutting competition with the very customers of the manufacturer, who have made his business possible?

Again why should any reputable concern with a recognized quality product find it necessary to offer a rapidly depreciating product to the trade on a basis of two or three years? By

(Continued on page 52)

Let's Speed the Time When All:

1. Trucks will be merchandised on a basis of value.
2. Trade-ins are handled on the basis of re-sale values.
3. Sufficient down-payments are required to insure purchaser's interest.
4. Deferred payments are commensurate with depreciation.



Time overtakes the one in failure

What Does it Cost to Sell a Truck?

Salesmen and Their Expense Analyses

CAN the expense of selling a truck be used as a yardstick of the salesman? What should the salesman's average expense be over a twelve-month's period?

IN the some hundreds of expense statements examined by the writer, the salesman's liability has varied from 5 to 12 per cent of the factory-to-dealer price. Over the whole, the average cost was a little over 6 per cent.

No doubt there are instances where the cost is less, but it is pretty generally agreed that any worth-while salesman must make \$5,000 a year, and it takes a good man to sell more than thirty \$2,000 trucks in one year, single-handed.

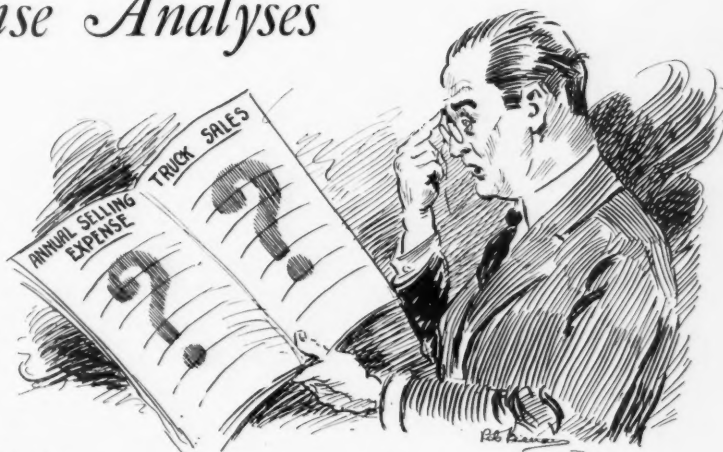
After all the net is the test, and if the salesman is costing twice as much as he should his bustling activity means little. On the other hand, the territory and working conditions have to be taken into account, and no hasty conclusion can be made as to what the net should be. Sparsely populated territory does not only mean fewer calls and higher traveling expense, but usually, in rural districts, the prospect is of the slower thinking type. It takes him longer to make a decision and while he is doing it he likes plenty of attention. Anyone who has sold trucks to farmers knows this.

Expense Disclosures

Meanwhile expenses are mounting up. Nevertheless, hardly any two salesmen will show the same average returns on this kind of work. At the same time there is a striking regularity in the expense returns of each salesman that seems to indicate a capacity or otherwise for organization and planning.

Haphazard selling, the casual dropping in on prospects does not appear to get the results that carefully planned soliciting does. Visits should be timed with some definite plan of progress in mind, and each should mark some definite step forward.

After all, the volume of business does bear some definite relation to the number of calls. The more the calls, the more the sales, in most lines of business, and the cost analysis is a direct indication of this once the basic cost for the territory concerned is arrived at. If the cost is excessive it indicates one of two things. Either the prospect list is in need of weeding out or the salesman is wasting effort. A live list is an essential, or the



By
H. Lionel Williams

best salesman will not get results, and a poor list often indicates that the territory has not been carefully analyzed as it should have been before an attempt was made to establish the business in a new territory.

All things considered, it will pay the sales manager to study his selling expense returns. Apart from the poor salesmen, it may show him some weak spots in what he considered a good organization.

The Truck in the Dairy Industry

THE dairy industry has use for a truck with a milk tank on it; a truck with an ice cream box on it; a truck with chain and pickets for cans; a truck equipped for moving cattle, with movable sides, a handy around-the-farm truck; a small delivery truck to carry milk down to the main arterial highways; and a heavy truck to bring the dairy products to milk plant and cream station. Then for dairy, factory and store use the truck for heavy hauls and for light deliveries is used everywhere.

Big Market for Trucks

With such a showing of demand, the dairy industry as a whole affords quite a market for trucks. The coming of the milk tank on railway and truck transportation entirely obliterated the milk sheds of all of the cities. The dairy industry of the United States is building

its products to occupy first place in the world's dairy products output, and the truck is a very large necessary factor in this drive for better milk and its products.

The National Dairy Association has for some years been pushing forward the truck in its annual Exposition, where all advantageous features for dairying are shown in competition and for education. This Exposition is entirely educational, not for profit, and the automotive industry derives a benefit from its work, not only through the truck branch of the industry but in the passenger cars also. Since the dairy farmer operates more largely the leading farm cash crop, it makes him the best-fixed farmer in our country.

Intoxicated "Hit-Run" Act Made Felony in N. Y.

Any person in New York who while operating an automobile while intoxicated runs down a person and runs from the scene of the accident will be guilty of a felony by the provisions of an act recently signed by Governor Smith. The National Team & Truck Owners Association, Inc., has called attention to the act in an issue of its official bulletin.

Secretary and General Manager, W. E. Skinner, of the National Dairy Association, credits the truck as being a vital factor in the development of the Dairy Industry.

Sales
Service
Equipment
Organization

Featured in Mack's New Chicago Premises

Service Department Embodies Many Innovations

A NEW two-story building having 172,000 sq. ft. of floor space has been erected in Chicago for the Mack Trucks Corp. This accommodates both sales and service departments the latter embodying many innovations that are worthy of recording.

On the second floor of the building are the central district offices and a very fine storage floor for new trucks and buses, which is approached by a ramp so that no elevators are necessary.

Much thought was given to the layout of the service department by the service manager, S. B. Tompkins. The heating and ventilating systems are such that the air is at all times at a comfortable temperature and quite free from exhaust gases, even in the inspection pits.

Exhaust Extractors

Two extractor blowers are in constant operation on the upper floor. One of these draws the air from the offices and the other from the shops. The fresh air is circulated by fans after passing over steam coils. In the shops most of

the air is drawn from floor level and from the bottom of the inspection pits.

In each vehicle stall along the main floor there is a pair of extractor ducts which are normally closed by air-tight brass caps. When a bus or truck engine is run a flexible pipe is connected with the exhaust pipe and the other end placed in one of these ducts. The suction ensures that not a particle of the waste gas escapes into the repair shop.

Connecting Pits

Similar ducts are located in the pits. The pits themselves are of special design, having wall plugs for hand lamps and high-power lamps set in the side walls so as to illuminate the under parts of the vehicle. All the pits terminate at one end in a transverse pit which connects them and which is fitted with benches. Thus the mechanics do not have to climb in and out of the pits every time they want a tool, and they work under similar conditions to those obtaining above ground level.

Above ground a line of benches

stretches down the centre of the shop, these having a compressed air outlet every ten feet. One side of the shop is reserved for sold vehicles undergoing final adjustment, fitting of cabs, tires, etc., and having a solid tire press.

To ensure a clean floor the mechanics are not permitted to use their own tool boxes but have trays provided by the company which fit into lockable steel drawers in their benches.

At frequent intervals there are drinking water fountains, which are calculated to save the men's time. Above are large roof ventilators electrically operated from the benches.

Sectional Repair

One end of this floor is divided up for the parts cleaning equipment, the transmission, carburetor and electrical repair shop, and the engine repair and machine tool shop.

The cleaning section comprises steam-heated Oakite tanks, draining racks, and acid pots for brass parts.

In the machine section is a Rahn Larmon adjustable gap lathe in which complete wheels with tires can be swung, a cylinder grinder, a radial drill that can be used as a borer, a shaper, a miller, a small lathe, power saw, etc. Each tool has a separate electric motor, and these together with the blowers, air compressor, etc., consume 180 E.H.P.

A particularly fine wash rack has been installed with splash-proof globes on the lamps. Water is supplied through a pair of revolving ceiling hydrants, and the



Second floor of the new Chicago Mack building. Its spacious dimensions is suggested by the illustration. It is approached by a ramp

Flexible extractor ducts are coupled to the exhaust of trucks under inspection or repair. Heated fresh air is circulated by fans





Considerable thought was given the lay-out of the service station. The pits, all of which terminate in a transverse pit, are fitted with every facility

illumination by a series of lamps on either side and at the ceiling. The temperature of the water is controlled in the boiler room because of the tendency of the washers to make it too warm and so damage the paint-work.

When required an auxiliary water pump can be brought into action which boosts the pressure up to 300 lb. per square inch.

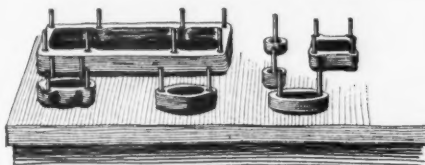
All oil is issued from the stockroom, the oil pumps being connected with the oil storage room next to it. Full control of oil issue is therefore maintained through requisitions.

A stock of parts valued at \$380,000 is carried, and a perpetual inventory maintained on it by a simple card system. One item of interest in the stockroom is the gasket bench which is considered an improvement on the practice of hanging gaskets on the walls. Long metal pins pass through the bench top and the gaskets are threaded on them as the sketch shows.

Electrical and acetylene welding outfits are installed together with an electric rivet heater. The latter is considered an especially good investment.

One end of the stockroom has a counter opening into the shop and the other end terminates in a counter for serving the public, an arrangement which economizes man power.

At the front of the building, which faces on two streets, there are show windows, one section for trucks and a separate one for buses, the offices being arranged in one corner and the whole being exceptionally well lighted.



The gasket bench is an innovation

Chicago Coach Develops a Sander

Considerable interest has been shown in the sander designed and built by the Chicago Motor Coach Co. This vehicle is mounted on a standard bus chassis, and the mechanism is arranged so that it can be operated by the driver without him leaving his seat.

Traveling at 20 miles an hour, the sander will spread gravel over a width of eight feet. The interior of the body is hopper-shaped and a feed screw ar-

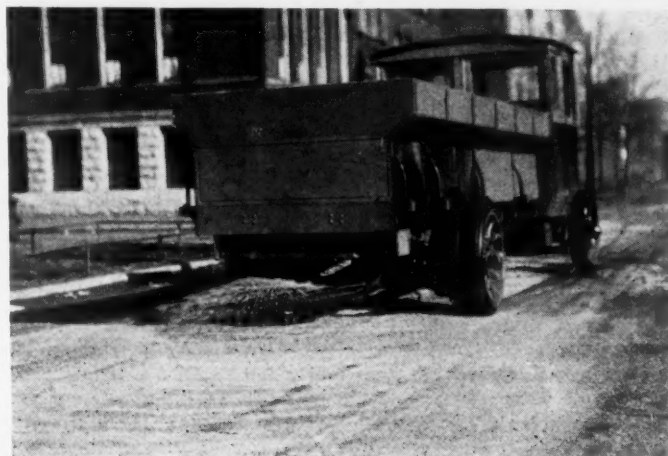
ranged longitudinally along the bottom drives the gravel on to a revolving spreader.

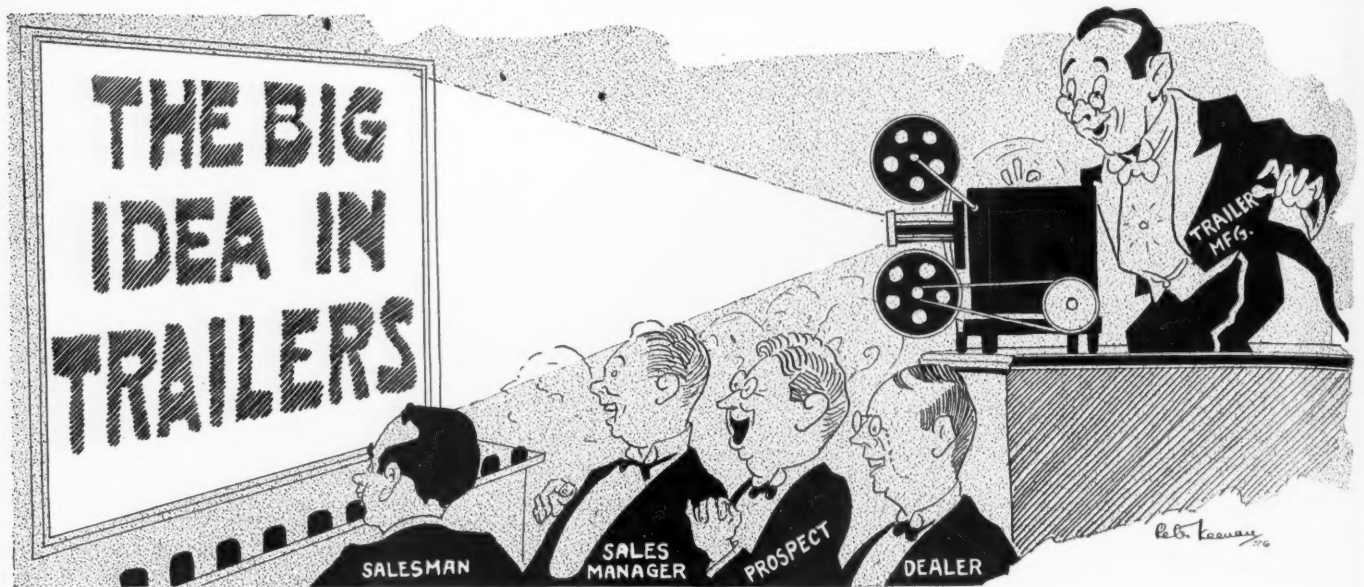
In practice the sprinkling is only done at street corner stopping places and at crossings, unless there is some particularly bad patch that requires attention.

As patents are still pending it is not possible to give full details here, but Ed. Wotton, the superintendent of equipment, will be glad to show the machine to any operator. Recently one of these vehicles was made up for the city of Toronto on a Leyland chassis.

The Red, White and Blue Coach Line has been organized and will operate a motor bus line between Pana and St. Louis via Edwardsville and Staunton. The distance is 100 miles and the run requires about four hours.

Special Designed Equipment for Spreading Gravel





Show them by actual ocular demonstration

Selling Trailers

through Truck Dealers

By
Paul Webb*

A Method of Trailer Distribution Not Fully Exploited

EVERY truck salesman or dealer is interested in seeing that his customers make money on their transportation equipment, yet ninety per cent of the present-day truck salesmen know nothing about trailers or their application to the transportation problems of the truck users.

Most truck salesmen are satisfied that they have done a good job when they have sold a truck, regardless of whether it is the most suitable type of equipment for the job. This does not mean that they are necessarily indifferent; quite often it is pure ignorance.

Logical Outlet

Does it not seem that the logical man to sell trailers is he who sells the trucks? And would not a thorough knowledge of trailer economics by such men be of incalculable value to the trailer industry, as well as to the truck manufacturers? Cheap transportation and more of it is what is wanted, and one way to get it is to make the truck salesmen transportation specialists to that degree.

In large cities the trailer is more or less generally accepted as a necessary adjunct to the truck and tractor for certain classes of work, yet in the smaller towns its possibilities are overlooked or denied by all classes of transportation operators. This should not be, and the

*International Harvester Co., Nashville, Tenn.

fault appears to lie with the trailer manufacturers themselves.

What are the trailer manufacturers doing to educate the truck salesmen in the basic facts of trailer operation? Usually they are content with the mailing of literature to the truck sales managers, most of which has, as usual, been consigned to the waste basket. Even were this literature read, the sales managers usually feel that they have enough on their hands to teach their men to sell trucks, and so fail to give the matter any serious thought.

In some cases the trailer men have persuaded truck manufacturers to include their specifications in the truck catalogs, but it is one thing to lead the horse to the water and another to make him drink. No salesman will bother to read that stuff until such time as his prospect asks him directly for trailer information.

Ocular Demonstration

What then is the best and most direct method of putting over the trailer idea to every truck salesman? Sales managers and salesmen of truck dealing companies do not sell trailers because they have no clear idea of what trailers can do. The quickest and most effective method of curing this condition is to show them by actual ocular demonstration.

Most trailer manufacturers have films showing trailers performing every operation of which they are capable. These should be taken to every city where trucks are sold. When the trailer representative arrives in one of these towns he should advise, by means of a personal letter, every truck sales agency when and where the film will be shown. He should advise every salesman to come and bring customers and prospects. Then a real explanation of the trailer and its application to all kinds of work should be given.

Knowledge Sells

Obviously the success of this plan depends entirely on the ability of the men presenting the invitation and the talk. No \$150 a month man can put it over; it takes one who not only knows but one who can sell.

Every trailer manufacturer has a fund of information that would make an interesting and impressive story before any gathering of people interested in transportation. This seems to be the most direct and effective method of presenting that information to those who should be the trailer builder's most useful allies. Taking advantage of it in a thorough and efficient manner as indicated will herald a healthier condition in both trailer and truck operating and merchandising industries. It is up to the trailer builder.

Comparisons Build Business

How do your sales efforts compare with those of your competitors?

By Frank H. Williams



What does he do that you don't?

EVERY commercial car dealer does certain things to attract attention to his trucks and to his business. All engage, more or less in sales promotion.

But how do the sales efforts put forth by one compare with those of his competitors?

Not only can this be determined, but new avenues of promotion can be developed by drawing comparisons, in black and white, between individual sales efforts with those of competitors. This will show the dealer just where his efforts are less effective than those of the other fellows. When it is discovered that certain methods of competitors are effective in building business, then successful continuance in business prescribes that the dealer can go and do likewise.

Such a comparative analysis, to be of practical service, must, however, be constructed on a very comprehensive basis.

The following points classified in groups must be considered. Correct answers to the questions under each classification will enable the dealer to get the right slant on the whole proposition.

Prospects

How do competitors get prospects?

How closely do they follow up prospects? How hard do they "lay" on prospects once they are unearthed?

Do competitors get names of prospects from concerns that have already purchased trucks from them?

Do competitors make regular visits to truck owners for the purpose of seeing whether or not the owners can give any names of good prospects?

Sales Arguments

What are the principal arguments used by competitors in convincing prospects that they should purchase the trucks being offered to them?

Just how do the sales arguments of

competitors compare with the arguments put out by the dealer? What particular points of these arguments make the biggest impression upon the prospects?

Do the salesmen who work for the competing dealers use standardized sales arguments or do they suit the arguments to the prospects?

How long are the demonstrations given by competitors?

What sort of typewritten or printed data is presented to prospects by competitors in the effort to put sales across?

Just what part do competing dealers play in putting sales across? Do the competing dealers leave the sales entirely to the salesmen, or do the dealers themselves get busy on each sale?

Cooperation Between Dealers and Salesmen

How closely do the competing dealers cooperate with salesmen?

Analyze the following for betterment:

1. Prospects
2. Sales Arguments
3. Salesmen Co-operation
4. Service
5. Terms
6. Exploitation

Do the salesmen dig up their own prospects for the most part or do the dealers furnish the salesmen with leads? If the dealers furnish the salesmen with leads, where do the dealers get these leads?

Are regular meetings of sales staffs held with the dealers and sales managers? What sort of things are said and done at these meetings?

Do competing dealers operate on a sales quota basis or not?

Do competing dealers use sales boards giving information as to what all salesmen are doing or not? If such sales boards are used, are the boards of real help in increasing more sales or not?

Do competing dealers stage contests among salesmen and if so how much help are such contests?

On what basis of paying salesmen does the most successful of the competing dealers operate—straight salary, commission only, or salary and commission?

What sales helps in the way of photographs, data and printed matter do competing dealers render to their patrons?

Service

Just exactly what services do competing dealers render to their patrons?

What particular services do some competing dealers render patrons that you are not rendering? Are these services greatly appreciated by truck owners or not? Would the establishment of such services in your agency make a hit with your customers or not?

What of all the services rendered by competing dealers seems to make the greatest hit with truck owners? Just why is it that this service is so much liked by truck owners?

How do competing dealers use their services to good advantage in pushing sales?

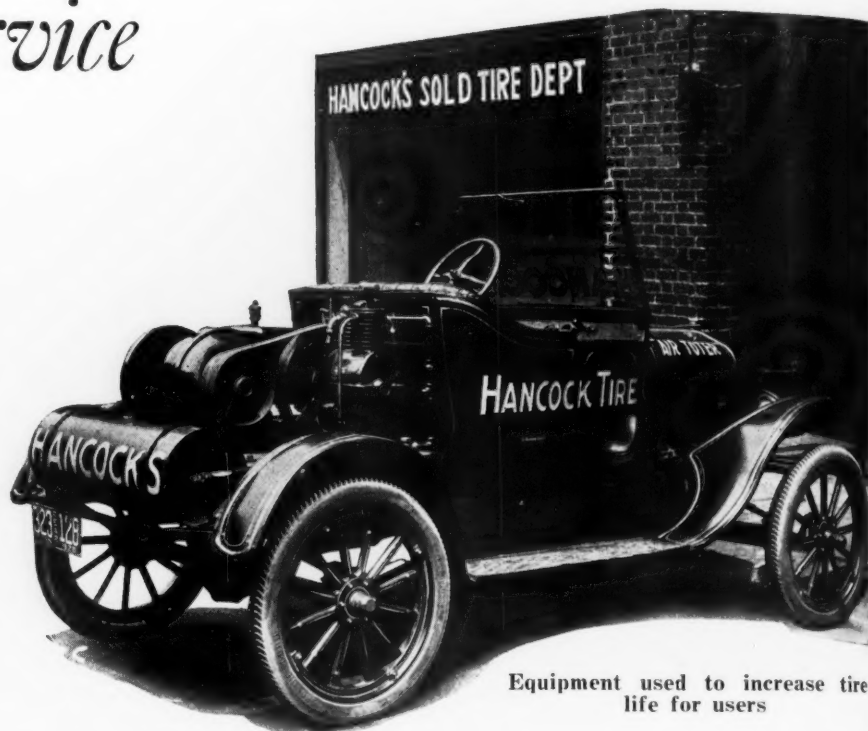
(Continued on page 52)

Carrying Service to the USER

Tire Dealer Institutes Road Tire Inspection for Users

IT is a well-known fact that the life of pneumatic tires on commercial vehicles varies enormously according to the treatment the casing receives. Under-inflation is one of the most potent causes of short life, and one that does not receive the attention it deserves in the majority of cases. In the case of the small fleet particularly, there are not always facilities for rapid and easy inflation, and without a close system of inspection the drivers are prone to neglect this vital matter.

A study of these conditions led the Hancock Tire Co. of Nashville, Tenn., to institute a system of tire inspection for the users of their tires, at the same time



Equipment used to increase tire life for users

providing the means of correcting this evil. A Ford roadster was fitted with a small gasoline engine and compressor unit. An air tank is incorporated to carry the air at 150 pounds pressure.

This machine makes it possible for all the tires of any fleet of trucks to be inflated at short notice. At fixed periods

the driver of this "air-toter" as it is called, examines the tires of customers' fleets and inflates them to the correct pressure. Although the scheme has been in operation only a few months, many congratulatory letters have been received from customers and substantial returns have accrued in added business.

"Land Battleship" to Cope With All Emergencies

Nothing can happen to the money carried by the armored, money-collection car used by the Hellman Bank of Los Angeles for picking up money from their various branches, or transferring it to other banks. The car has devices and arrangements in it to cope with every possible emergency that its designers could think of.

Robbers would find their hold-up of little avail, for even if the driver were

to stop at their orders, and even with a gun pointed at him, he could do nothing to help open the door of the vault. He can't even open the door which leads to the turret, where is seated the guard, in his revolving chair, ready to open up with his machine gun. He can only start and stop the car and steer it.

Dynamite Proof

And, without the cooperation of the man in the turret, not even dynamite could open the door of the money vault.

The guard in the turret can get into

his own compartment from the rear, and can bolt himself in, but he can't get into the money vault. With small weapons at hand—riot guns and pistols—he also has a deadly machine gun, capable of shooting in any direction at any angle of elevation or depression. He can rain bullets through the streets in any direction, firing through protected portholes.

Bullet-proof glass throughout also lends further protection to the driver and checker, in front cab, and the guard in his lofty turret.

The guard is the man who operates the controls which permit the driver to start his car or stop it. Should the driver and the checker be killed, in their cab, while the truck is in motion, the guard can pull a switch which shuts off the ignition, and the car goes dead. It can only be started when the guard wants it to start.

With both driver and checker dead, and the car stopped, bandits would still have the guard to deal with, in his inaccessible turret. And even if they got him, they would still be unable to open the vault door, because the means for opening it, from the turret, are secret and concealed.

This piece of automotive equipment was built after a thorough study of many other money-car models in use. And the president of the Hellman Bank has

(Continued on page 54)



Renders the efforts of
the most ingenious and
audacious highwayman
futile

Pictorial Review

Interesting Items Caught
by the Ever-Ready Camera



Exterior view of the new American
LaFrance branch in San Francisco



Above: Pullman Din-
ing Car for American
camping tourists

Mounted on a Fageol
Safety Coach chassis this
dining car is as modern
and attractive as any of
the finest dining rooms in
the country. Not only
are diners furnished with
ideal surroundings but
with radio as well

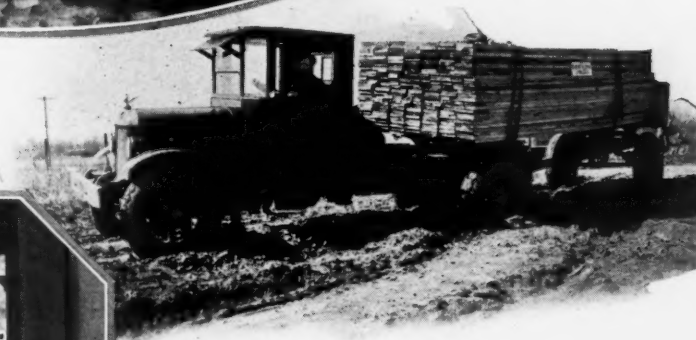


Left: Two trucks clean
Madison Square Garden
arena of ice

The ice, which is 1½ in.
thick, covers an area of
24,350 sq. ft. Two Baker
R & L electric elevating
platform industrial trucks
clears the entire arena in
two hours. The hand
method requires thirty
men and from eight to
ten hours

Right: Service in the oil
fields of the Southwest no
dream

This Republic three-ton
"Oil-Field Special" is haul-
ing six tons of lumber over a
difficult stretch of road near
Okmulgee, Oklahoma

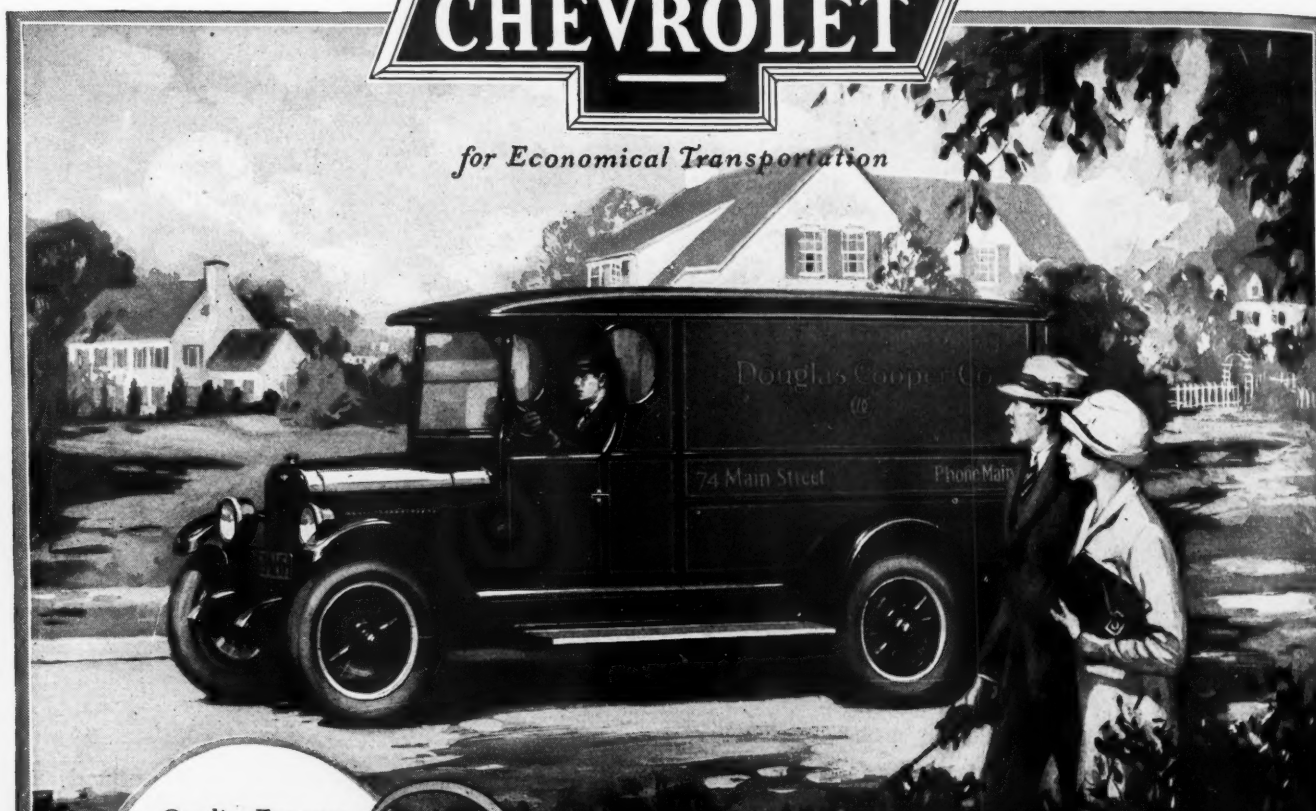


Left: One-ton trucks and trailers speed
garbage collection

Garbage collection is a big and expensive
job. The City of Minneapolis solved its
problem with short wheelbase International
Harvester and trailers equipped with remov-
able steel tanks. A heavier truck carries
seven tanks to the incinerator.



for Economical Transportation



**Quality Features
Typical of the Finest
Truck Construction**

Easy gear shifting with 3-speed control.

Valve-in-head motor that delivers more power per gallon than any other truck engine of equal size. Positive motor lubrication by a combined pump and splash system.

Positive cooling in all weather by a water pump and extra-large Harrison radiator.

Positive, reliable, semi-reversible steering control.

Extra-large, equalized brakes.

Big, oversize rear axle with spiral cut, bevel gears.

Chrome vanadium steel springs.

Full-length deep channel steel frame, rigidly braced.

Alemite lubrication.

*These Quality Features found
only in Chevrolet for \$550*

C. B. Flint, Mich.

With its special truck-type construction—with numerous quality features, found only on higher priced trucks of equally modern design, this Chevrolet chassis gives definite assurance of dependable delivery plus the vital advantages of low upkeep and slow depreciation.

CHEVROLET MOTOR COMPANY, DETROIT, MICH.
DIVISION OF GENERAL MOTORS CORPORATION

**CHEVROLET
TRUCKS**

ONE
TON

HALF
TON

World's Largest Builder of Gear-shift Cars



EDITORIALS



Will Benefit the Industry

THE investigation which the Interstate Commerce Commission will undertake of motor truck and bus operation in connection or in competition with the railways will do much to clarify a situation which is at present accompanied by more theory than actual facts and figures.

If the investigation is sufficiently thorough it will prove of great value not only to the industries involved but it will unquestionably establish the fact that the competition which railways have suffered at the hands of the truck and bus industry is more imaginary than actual.

This investigation, coming as it does from the Commission itself, proves that the Commission is willing to find out for itself just what the actual conditions are, thus placing it in a better position to give due regard to the interests of the truck and bus industry.

Birds of a Feather

A WELL-worn maxim states that a people gets the government it deserves. Applied to the truck industry it might with equal truth be observed that the sales organization gets the salesmen it deserves.

There are still in this day and age salesmen who believe that the proper way to sell a truck is to give the customer what he pays for—efficient transportation. They sell to sell again and in such a manner that the reputation of the company they represent does not suffer at any stage of the transaction.

One of the reasons why there are so many mixed fleets of trucks and buses today is that the customer is neglected after the first payment is made—he loses contact with his connecting link with the dealer—the salesman whom he knows personally. He gets poorer service than he had been led to expect and he gets repair bills that he can not understand; no one appears to take a personal interest in him any longer, and so the next time he is in the market for a vehicle he tries someone else.

Salesmen who are responsible for this sort of condition are interested only in the im-

mediate commission—working from month to month and not on the policy of making permanent friends for the company. That is too much trouble when there are plenty of untried prospects to be run after.

Usually these men are the ones who sell only on price. A cut off the list is their chief weapon. Sometimes they overdo it and land the dealer with direct loss on a trade, but they appear to bring in the orders and what is the used truck department for anyway.

Where such a salesman is found in all probability the entire sales force will be of the same calibre. And that is not due to chance. Such men have the habit of taking the easiest way out in making a sale, and they thrive where the sales manager is so easily satisfied.

We know of more than one self-satisfied sales manager who congratulates himself on having a bunch of live go-getter salesmen but would have a distinct shock if he could talk with some of his one-time customers. Such organizations only last as long as the list of new prospects likely to be lured by the price cut bait.

Watching the trades will enable the sales manager to detect the onset of this form of dry rot in his force and alter his policy accordingly.

A National Safeguard

THE British strike and its results has been a triumph of the first magnitude for motor transport and demonstrated that the small fleet owner is a national asset.

The irony of this triumph lies in the fact that the British government had to seek salvation from the very industry it had just proposed to load with additional taxation burdens. British opinion has it that the taxes were designed to cripple the truck to the advantage of a competitive industry that has proved itself more vulnerable to strike disturbances than the more flexible conveyance.

Time before and time again the truck has shown and will continue to show itself as a national safeguard. If any event ever contained a lesson the late British strike certainly did.

News of the Trade

Steel Products Co. Change in Name Only

Thompson Products, Inc., to be New Name. No Change of Ownership

THE Steel Products Company, Cleveland, O., recently changed its name to Thompson Products, Inc. According to one of the company's executives, this change gives the company the benefit of the prestige of its President, Charles E. Thompson, whose achievements and reputation in the industry have built up a high asset value around his name.

This change, it is expressly stated, is a change in name only. There is no change of ownership, management, personnel, or purpose.

The company now serves some sixty-five to seventy of the leading builders of automobiles, trucks, tractors, buses, motorcycles and aeroplanes with Thompson Silchrome valves.

Under the name of Thompson Products, Inc. will now be grouped the main plant of The Steel Products Company, in which are made Thompson valves, king bolts, spring bolts, and tie rod bolts; and the Michigan plant of The Steel Products Company at Detroit, in which are made drag links, tie rods, starting cranks, and brake rod assemblies; and also the entire Cleveland plant and facilities of a junior company, organized about three years ago, and which, at its organization was given the name now adopted for the older company—Thompson Products, Inc.

The two plants of the old Steel Products Company have always produced exclusively for automotive vehicle builders' original equipment requirements, while the business of the junior company has been exclusively with the replacement parts distributing trade.

Great progress has been made, it is stated, in securing broad national distribution of Thompson valves, bolts, bushings, and starting cranks to the replacement trade. Here, Mr. Thompson's vision has been justified. Many experienced automotive men held the idea that replacement trade was essentially a price proposition; that is, that service stations and repair shops were so accustomed to buying replacement parts on a price basis, they would not take readily to high grade parts of as good or better quality than the vehicle builder put in as original equipment.

The experience of Thompson Products, Inc., conclusively shows that service men and their customers do appreciate real quality in automotive parts and will pay for quality. The company's replacement

business has been growing by leaps and bounds, and particular attention is paid to giving good service to this division of the business.

Coincident with the change of name several changes in executive title have been announced, some in the nature of promotions, so that the list of officers is now as follows: C. E. Thompson, president; W. D. Bartlett, senior vice-president; C. W. Miller, vice-president and general manager; E. G. Thompson, vice-president and manager of the replacement sales division; F. C. Crawford, vice-president and manager of the Michigan plant at Detroit; J. A. Krider, treasurer, and W. M. Albaugh, secretary. These officials, with S. L. Mather, C. N. Osborne, A. A. Stearns and F. S. Borton, all of Cleveland, constitute the Board of Directors.

International Harvester Moves Cedar Falls Branch

The Cedar Falls branch of the International Harvester Co. has been transferred to a new branch at 404-408 Fifth Street, Waterloo. The service department, which will service motor trucks only is in charge of C. W. Seltensick. M. R. Leaman is sales manager.

Coming Events

SHOWS

Chicago	Nov. 8-13
Coliseum, Automotive Equipment Association.	
Chicago	Nov. 15-19
Hotel Sherman, National Standard Parts Association.	
Chicago	Jan. 29-Feb. 5
National, Coliseum, National Automobile Chamber of Commerce.	
Cleveland	Oct. 4-8
Exhibit, Public Auditorium and Annex, American Electric Railway Association.	
New York	Jan. 8-15
National, Grand Central Palace, National Automobile Chamber of Commerce.	
Wichita, Kans.	Feb. 22-25
Southwest Road Show, Wichita Thresher and Tractor Club, Inc.	

CONVENTIONS

American Electric Railway Association, Public Auditorium and Annex, Cleveland	Oct. 4-8
Automotive Equipment Association, Mount Royal Hotel, Montreal, Canada	June 14-19
Automotive Equipment Association, Coliseum, Chicago	Nov. 8-13
National Association of Automobile Show and Association Managers, Drake Hotel, Chicago	July 27-28
National Battery Manufacturers Association, Roosevelt Hotel, New York City	June 25-26
National Standard Parts Association, Hotel Sherman, Chicago	Nov. 15-19
National Tire Dealers' Association, Inc., Annual, Memphis, Tenn.	Nov. 16-18
Society of Automotive Engineers, National Transportation and Service Meeting, Boston, Mass.	Nov. 16-18

COMING FEATURE ISSUE OF CHILTON CLASS JOURNAL PUBLICATION
September 30—Automotive Industries—Annual Production Issue.

Delaware River Bridge Toll Question

Denison States Congress Must Pass Act Before Tolls May be Collected

THE statement that the Delaware River Bridge Joint Commission would be without authority to collect tolls on the Philadelphia-Camden bridge without an enabling act of Congress made by Congressman Denison of Illinois during the hearing on Senate Bill 3894, has directed attention again to an issue believed settled.

A free bridge was provided in legislation by Pennsylvania under which construction of a span between Philadelphia and Camden was undertaken. A legal opinion from the New Jersey authorities was to the effect that the collection of tolls was mandatory by the terms of the New Jersey referendum act concerning that State's share in the work. Following much discussion and many conferences the Pennsylvania legislature amended the law to allow tolls.

Congressman Denison held that neither the Act of 1907 authorizing the Secretary of War to assume jurisdiction over bridges, such as the one soon to be opened over the Delaware River, nor the later act authorizing the building of the Delaware River bridge itself gave authority to anybody to collect tolls.

As announcement has been made that the bridge will be opened for traffic on July first and that toll will be charged all vehicles crossing the structure further developments following Congressman Denison's expression will be watched with considerable interest.

Outdoor Assembly Staged by Defiance Truck

An out-door exhibition of every stage of assembly of a truck from riveting of brackets on the frame to final test under its own power was recently staged by the Century Motor Truck Co., manufacturers of Defiance trucks.

The truck was assembled and run off the street under its own power in twenty-eight minutes and thirty seconds. Shop equipment, including test stands, motor test blocks, overhead hoists, field forges, cutting torches, electric drills and air compressors, were erected in the assembly space to expedite the work.

Much interest was shown by the public in the assembly and this was heightened by an offer of \$550 in prizes for those guessing nearest to the time actually required to build up the truck. Guesses ranged from 48 hr. to within 8 seconds of the actual time.

Cleveland Buses Show Early Loss

Improvement Expected as Traffic Grows

BUSES were operated over Cleveland streets at a loss of \$44,500 during April, it was revealed in the monthly report of the directors of the Cleveland Railway Company.

Gross income from motor coaches totaled \$73,209 as against expenses of \$117,709. The report showed that 703,357 passengers rode buses.

Paul Wilson, secretary of the traction company, declared it still is too early to attach any significance to bus figures, since the operations here are yet in the experimental stage. Three months more will see buses on a running basis, he said, and within six months they will be well established.

Passengers carried by cars totaled 22,805,909, 1.87 per cent less than in April, 1925. But this decrease is more than counterbalanced by bus passengers. The combined totals were .86 per cent above the 1925 figure.

Government Continues Own Repair Service

A change in the War Department's plan to have all of its automotive equipment repaired in private garages and shops was announced recently by the Department. Announcement was made on January 1 by governmental officials that all of the War Department Motor Transport Repair Shops would be closed, and that in the future all major automotive repairing would be done by private contract.

A careful cost analysis has resulted in the conclusion that the Government will save money by continuing operation of its own Motor Transport repair shops. Unit repair and replacement system will be the basis of operation for the next year, and instructions as to the new policy will be announced later by the Quartermaster General, it was said.

The decision of the War Department, as to whether it will, or will not, eventually abandon its repair shops, will be announced in about a year, the Department states, "after a still further study of the problem."

Northwest Coach Line Expands Service

The Grays Harbor Transportation Co., operating between Hoquiam, and Centralia, Wash., has placed in service four new Yellow Chair Coaches representing an investment in excess of \$30,000.

The Grays Harbor Transportation is the outgrowth of the Kay Bee Stage Line, started in August, 1921, and operating between Aberdeen and Montesano with two passenger cars. Many difficulties were experienced in the early years including the serious task of de-

veloping an entirely new service. However, the company lived up to its advertised schedules, employed expert drivers, and gradually added improved equipment.

Early this year the Kay Bee Company realized the need for enlarged service. The Grays Harbor Transportation was incorporated in February with a capital of \$99,900 as successor to the Kay Bee Company.

Electric Truck Makers Exhibit at N.E.L.A.

Four electric truck manufacturers joined in an exhibit at the National Electric Light Association's convention Atlantic City. Effective co-operation of central stations in promoting the use of electric trucks in their proper field was the keynote of the exhibit.

A convention paper "Electric Transportation News" was published by the Transportation Committee, Commercial National Section of the N.E.L.A. to carry the electric truck message to the convention delegates.

Companies participating in the exhibit were Commercial Truck Co., Philadelphia; A. B. Electric Trucks, Inc., New York; Walker Vehicle Co., Chicago, and Ward Vehicle Co., Mt. Vernon, N. Y.

Popularity of Motor Bus Spreading to All Parts of Western Hemisphere

Notable progress in the expansion of motor-bus services has been made in most of the Latin American countries, as well as in Canada, according to a survey of the Automotive Division, Department of Commerce.

Over two thousand motor buses are in service in the Dominion of Canada, the report discloses. The Province of Manitoba has taken advantage of the motor bus to provide adequate transportation for its school children, and out of a total registration of 600 buses, 550 are employed for this purpose.

The use of the motor bus in Latin America, the report states, has been limited by the lack of highways and good roads, but wherever there has been building and improvement of roads, bus transportation has increased proportionately. The greatest development of the motor bus in Latin America has been in Cuba where there are now more than eleven hundred buses in service. Chile and Argentina have also forged ahead of late in this type of transportation. These three countries account for more than three-fifths of all the buses in Latin America.

Oneida Truck Adds Electrical Equipment

All steel cabs and complete electrical equipment have been added to the standard equipment of Oneida trucks manufactured by the Oneida Mfg. Co., Green Bay, Wis. The company has started a larger production schedule.

Ohio Bus Fleet Second in Country

Expanded During Trolley Strike to 250 Units

THE bus system maintained by the Northern Ohio Power & Light Co. on its city and interurban lines is now the second largest in America, as the result of additions of new buses to the service during the strike of 1000 street car operators, which ended May 22.

"While the day of electric transportation is not over by any means, we feel certain that motor buses have a big part to play in modern transportation, and we did not hesitate to increase the size of bus fleets, which demonstrated their efficiency by handling nearly all of our interurban and much of our city transportation during the strike," says A. C. Blinn, general manager of the company, in commenting on the situation.

The N.O.P. bus fleet now contains 250 units, as compared with 185 before the strike. Most of the recent additions are large six-wheelers, some of which are of the double deck type.

Twenty buses, recently purchased from the Six Wheel Co., of Philadelphia, will be put into operation during June on a new express line, connecting the West hill residential district with East end factories. City council has authorized a ten cent fare on this line, although the regular city fare is from six to seven cents. This is the second express bus line to be started, the first being from Cuyahoga Falls to Akron.

It is the N.O.P. plan to keep most of its buses in active use, rearranging and coordinating bus and street car schedules to give better service.

While some street cars were operated at all times, buses really "broke" the strike for the N.O.P. This was especially true on the interurban lines between Cleveland and Uhrichsville, where no street cars were operated for three weeks. Buses carried this traffic without serious accidents or complaints from the public.

Limited service was maintained by the street cars in Akron and Canton during the day time, but at night buses were used on all lines. Although urged to do so, bus operators refused to join the striking trainmen for higher wages.

In view of the unexpectedness of the strike, the part buses played in meeting the emergency is regarded as a notable achievement. Trucks also performed great service in keeping freight moving on the interurban lines. The new form of transportation came through the test with flying colors, and from now on will be a factor of ever increasing importance in Northern Ohio.

Mayor D. C. Rybolt, of Akron, announces that he would have no objection if the entire city were motorized, as long as satisfactory service was continued.

Bankers Say Trucks Best for Short Hauls

Motor Truck Stated to be Most Satisfactory Form of Transporting for 30-Mile Hauls

THE motor truck is the most satisfactory and convenient form of transportation of merchandise for hauls up to 30 miles, according to a preliminary report of the commerce and marine commission of the American Bankers Association, made public at a conference of the association's executive council in Pinehurst, N. C.

In one section of the report, which, in substance, was a warning to motor truck lines, the committee declared commercial motor lines compete injuriously with the railroads and among themselves. It is in the public interest that these truck lines should be regulated to the same extent as the railroads.

The report declared that "no class of commercial truck operations, whether conducted under state regulation or not, seems to be earning a fair profit, generally speaking."

Motor coach operations also have not been "highly profitable," the report said. Concerning bus lines' operations, the report declared: "Motor coach operations is regulated by state commissions more extensively and many lines, located advantageously with reference to sources of traffic and able to provide more frequent and convenient service than the rail lines, have been profitable. On the whole, however, motor coach operations have not been highly profitable."

"Motor competition in the transportation of passengers has affected railroad passenger revenues noticeably."

Trucks Haul Ore on Catalina Islands

Discovery of rich silver, lead and zinc ores in the mountains of the Catalina Islands, southwest of Los Angeles, has led to an important commercial development in which trucks are taking an important part.

The ore is hauled from the mines to a concentrating mill located on the ocean shore by trucks. Before trucks were used the ore was shipped before concentration and the cost of transportation of the product was prohibitive. By shipping concentrated ore from the mill a profit is made on the operation. Much of the output of the mines is being shipped to Belgium.

Walker Vehicle Opens Second Chicago Branch

Increasing business in the Chicago district has led the Walker Vehicle Co. to establish a new North Side Branch at 211-233 Hill Street. The building will house the Chicago district sales office of

Frank H. Tinsley and associates and a modern fireproof trussed roof garage equipped to charge, store and maintain all makes of electric trucks. The garage has a capacity of 60 vehicles and will render twenty-four hour service.

The North Side branch will supplement the service facilities of the general service department at 531 West Pershing Rd., where the company operates a complete body building and painting department.

The new branch will operate under the supervision of J. E. Dunlap, general service manager of the Walker Co., and will be managed by Paul C. White, who has served the company as city service superintendent for eight years.

Weatherproof Body Predicts Good Fall Business

Confirmation of a favorable prediction for fall business in cars and trucks is found in the current report of the Weatherproof Body Corporation. This company, specializing in truck bodies, cabs, bus bodies and in passenger car body parts reports that on May 1st unfilled orders on hand were 50% ahead of a year ago.

The wood body parts department of this concern has experienced such an increase in volume that it has been necessary to build an annex 60 x 100 feet. This additional space is to house the dipping department.

Handbook of Automotive Standards

S. A. E. standards are now published in a bound handbook, by the Society of Automotive Engineers. The handbook, of pocket size in flexible leather covers, contains more than 600 pages, in which are printed all of the 500 odd standards and recommended practices approved by the society and revised to date.

Hereafter revised editions are to be issued semi-annually, as the society approves new or revised standards and recommended practices only twice a year. Consequently, each current edition of the handbook will contain all of the latest standards.

Kellogg Brings Out New Compressor

The Kellogg Manufacturing Co., Rochester, N. Y., have brought out a new compressor which they call the Bull Dog. The new model is offered as an efficient, smooth-running, heavy duty air compressor at a modern figure.

This compressor is equipped with the usual Kellogg features, self-cleaning check valve, air cleaner and muffler, and automatic control. The motor is of one-third horse power and the tank has a capacity of 30 gallons. The compressor is completely equipped and carries 20 feet of hose. List price is \$169.90.

Makers Draft Standards for Bus Bodies

To Eliminate Conflicting Regulations of States. The Worst Problem of the Bus Industry

A PRELIMINARY outline of proposed uniform regulations for bus body design and equipment was presented at a meeting of motor coach, body and parts manufacturers held in Detroit by the N.A.C.C. recently. The purpose of the tentative regulation and of the discussion was to work out a basis for uniform action by various state bodies. The conflicting regulations of states constitute one of the worst problems in the bus industry.

A tendency of the state laws to restrict width was noted. Florida rules that buses shall not be more than 84 in. wide and as most buses are 90 or 92 in. wide special buses must be built for Florida service.

The proposed regulations will be submitted to a general committee of all associations of the industry, after refinement and approval of the manufacturers concerned. Associations including users of bus bodies will be included in the membership of the general committee, the A.A.A., American Railway Association and the A.E.R.A. with representatives of highway associations and utility commissions.

Those who drafted the preliminary specifications, using S. A. E. specifications as a basis included; A. J. Scaife, White; W. C. Parker, Reo; R. S. Burnett, S. A. E.; A. H. Ferrandou, Graham; George H. Scragg, Mack.

Timken Enlarging Canton Plant

The Canton plant of the Timken Roller Bearing Co. is to be expanded at a cost of \$1,500,000 according to announcement recently made by the company. Plans for the new buildings have been completed and the new units are to be ready by January 1, 1927.

Provision for enlarged research and laboratory facilities is included in the construction program. Bearings of a high order of precision, capable of withstanding abnormal speeds and advancing the extreme accuracy of machine tools and grinders have been developed and will be produced.

Graham Sales Show Large Gain

A total of 10,208 Graham Brothers trucks and motor coaches were delivered from Jan. 2 to May 15, by Dodge Brothers dealers in the United States, a gain of 4976 or 88 per cent over the corresponding period of 1925.

Total factory shipments of Graham Brothers trucks and motor coaches from Jan. 1 to May 15, 1926, were 13,022, a gain of 5027 over a year ago.

Truck Operators Discuss Bookkeeping Systems

Developing a Uniform System of Accounting for Trucks a Problem

DISCUSSION of "State Prescribed Bookkeeping for Motor Transportation Companies" featured the May meeting of the Motor Truck Association of Philadelphia, held on the 19th.

B. Frank Morgal, of the Pennsylvania Public Utilities Commission, outlined the problem of working out a uniform system of accounting for the motor common carriers of the state.

Different systems are required for bus lines than for truck and express lines, according to the views of the members taking part in the discussion. It was also agreed that of the three classifications according to volume of business, the smaller lines, those doing less than \$10,000 gross per year, present a special problem, requiring considerable study.

Outline of a uniform classification of accounts for motor transportation companies, prepared by the Cost Accounting Committee of the Association and presented by A. D. Aldrich, chairman, was distributed to the members attending the meeting for examination and study.

Truck Output Reaches New High Level

The production of motor vehicles in April was the largest ever recorded, as shown by figures of the Department of Commerce. Of the total of 455,842 vehicles made during the month 53,268 were trucks.

Production of trucks during the first four months of this year amounted to 175,586 compared with 155,845 for the same period last year.

One hundred and seventy-two manufacturers in the United States and Canada submitted figures on which the Department's report is based. Data for 15 small firms for April were not received in time to be included in the report.

B-K Open New Sales-Service Stations

The B-K Brake Corporation, under the direction of Albert Hoyt, will serve the bus and trucks owners of the Chicago district from their new sales and service station at 3921 South Michigan Avenue. A Detroit office has been opened at 5940 Cass Avenue, in charge of George Ainsworth, and the Los Angeles sales and service station will be in charge of Roy Thomas.

Six Wheel Builds Bus to Cross Syrian Desert

The 700 mile trip across the Syrian Desert from Beirut to Bagdad will soon be changed from an adventure fraught with danger and hardship to a comfortable journey lasting but thirty hours by

a line of buses, the first of which has been shipped by the Six Wheel Company.

The Nairn Transportation Co. will soon inaugurate bus service between Beirut and Bagdad.

The bus designed for this service has a parlor car type body built by Wolfington and it is equipped with Gruss air springs and B-K Booster brakes. The bus is fitted with buffet and toilet compartments and carries 170 gal. of gasoline and 37 gal. of water.

Timken Enlarging Canton Plant

The Canton plant of the Timken Roller Bearing Co., is to be expanded at a cost of \$1,500,000 according to announcement recently made by the company. The new buildings are to be ready for occupancy by January 1, 1927.

Provision for enlarged research and laboratory facilities is included in the construction program. Bearings of a high order of precision, capable of withstanding abnormal speeds and advancing the extreme accuracy of machine tools and grinders have been developed and will be produced. Greater use of Timken bearing in industrial applications and every phase of transportation have brought about the expansion.

Correction

The attention of those readers who read the descriptive article of Graham Brothers new one-ton model, the "G-Boy," which appeared on page 22 of the May issue of Commercial Car Journal, is called to discrepancies of text in the following details:

Reference was made to the model "MM," over which several improvements had been made in the "G-Boy." This was incorrect as the model "BC" was intended in the reference. Furthermore, the front and rear axles employed in the "G-Boy" are the same as those used in the preceding one-ton model and not other models as stated in article. The illustration which accompanied the description showed a side view of the one-ton "G-Boy." The caption had specified 1½-ton in error.

Bus Franchise Replaces Bankrupt Trolley Line

The White Plains city council has awarded to the County Transportation Co., of which Leveritt S. Miller, head of the New York, Westchester & Boston Railroad, is president, a blanket franchise for the operation of motor buses in White Plains and vicinity.

This award ends a long legal contest among the Miller concern, the Westchester Motor Franchise Co. and the United Bus Operators, all of whom sought the right to provide transit facilities to replace the service cars of the Westchester Street Railway Co., which are to be sold at a receiver's sale July 9.

The franchise awarded specifies a five-cent fare.

Ohio and W. Va. Agree on License Reciprocity

Casual Haulers Can Operate in Either State Under License of Own State

AN agreement for license reciprocity between the states of Ohio and West Virginia, for casual haulers engaging in interstate traffic, has been signed after extensive negotiations between the Ohio Public Utilities Commission and a similar body from West Virginia. Commercial vehicles doing interstate business, except those carrying passengers and freight for hire, can operate in either state under license by their own state. Casual commercial haulers, not operating on regular routes, may cross the border of another state without additional license or certificate, but must not solicit business in the foreign state. Freight or passenger vehicles may enter a state and carry freight or passengers back to their home state on contract made in their home state. All commercial vehicles, including trucks and passenger buses must comply with the weight laws and local police regulations of foreign states when operating within their borders.

Indiana Truck Changes Capital Structure

The capital stock of the Indiana Truck Corp., Marion, Ind., was changed to provide for 37,500 shares of class A preferred stock par value \$25 and 75,000 shares of no par value common stock, by vote of stockholders.

Holders of present preferred stock are offered an exchange of four shares of the new stock for one share of the former preferred of \$100 par value.

The capital stock, according to announcement by the company, will provide additional working capital and make way for future expansion.

Southern Coach Co. Buys Kirk Lines

The franchise and equipment of the Kirk Bus Lines, Inc., of Salisbury, have been sold by A. B. C. Kirk, owner, to the Southern Coach Company of Norfolk, Va., for \$145,000, according to a recent announcement. With the acquisition of this franchise, the Norfolk concern owns all but two of the hourly schedules between Charlotte and Greensboro, N. C., a distance of 100 miles.

The Southern Coach Company placed in operation four new buses, each of 22-passenger capacity, immediately after the sale became effective.

Timken Closes Baltimore Branch

The Baltimore branch office of the Timken Roller Bearing Co. has been closed. Customers in the territory will be supplied through branches in Richmond, Philadelphia and Pittsburgh.

Stone Mfg. Co. Moves to New Chicago Quarters

Growth of the Stone rim and rim parts business in Chicago made it necessary for the Stone Mfg. Co., to move into a new building at 1810-12 South Michigan Ave. The first floor is occupied by offices which are also the headquarters for the Stone Mfg. Co. The rear of the first floor is devoted to a service station for Watson Stabilators. The remainder of the building is used for rims and rim parts.

A complete branch is maintained in New York to serve the Eastern part of the United States and warehouse facilities are available in Cleveland, Ohio, for quantity rim orders for jobbers.

Splitdorf-Bethlehem Earnings Increase

Consolidated net profits of the Splitdorf-Bethlehem Electrical Co., for the first four months of the current year, before depreciation and federal taxes, is \$157,051.63, as against \$82,490.97 for the same period last year. According to president M. W. Bartlett, after depreciation and federal taxes, the net profit for the first four months of the current year is \$95,194.66, or at an annual rate of about \$4.25 per share on the 67,000 shares of non-par stock outstanding.

Bonney Increases Sales Force

The Bonney Forge & Tool Works, of Allentown, Pa., have recently enlarged their sales organization by the addition of two new men, who will sell the "C.V." Chrome Vanadium line of wrenches and other Bonney products in the following territories:

Ronald Wixson will cover Florida, Georgia, North Carolina, South Carolina, Virginia, and West Virginia.

I. K. Fox will have Colorado, Kansas, part of Louisiana, Arkansas, New Mexico, Oklahoma and Texas.

Northwest Good Field for Truck Sales

Milton F. Rohn Company of Portland, Oregon, have been appointed Oregon distributors for the Pierce-Arrow line of automobiles, motor buses and trucks. Sales rooms and shops are located at 16th and Alder Sts.

The Lyon Metallic Mfg. Co. will conduct a constructive campaign on fire prevention by the use of steel lockers from June 21st to 26th. Through their jobber organization fire prevention will be mentioned to every automotive dealer and shop handling accessories or parts.

A factory branch of the Moreland Truck Company has been established in Seattle by A. E. Birtner, who has been appointed Seattle manager.

Personals

Dr. R. H. Cunningham has joined the engineering staff of the Elsemann Magneto Corporation. He is widely known, having been connected with the automotive industry since its inception.

Edward J. Goggins has joined the sales staff of the Elsemann Magneto Corporation to cover southeastern territory. For the past four years he has acted as credit manager. He is succeeded by Stephen M. Cargill, Jr.

Frank P. Harrington has been made manager of repair material and accessory sales for the General Tire Company. His headquarters will be in Akron at the company's plant.

P. M. Hussey has been appointed field service engineer of the Lyon Metallic Manufacturing Company. He was formerly connected with the Farran-old Company.

John R. Lee has been appointed general sales manager of Dodge Brothers, Inc. The following assistant general sales managers were appointed: H. J. New, formerly director of distribution; W. M. Purves, formerly division sales manager and F. R. Valpey, formerly director of the commercial car and truck division.

Warren K. Lee, Detroit branch manager of North East Service, Inc., has been appointed sales manager. He is succeeded by W. C. Edwards, assistant branch manager at Chicago. D. P. Cartwright has been appointed service manager with headquarters at Rochester.

E. L. Moorman, formerly general sales manager, has been made sales manager of the newly organized municipal sales division of the Highway Trailer Co.; C. F. Bunker, sales manager of the new public utility division and H. F. Kanauer, sales manager of the commercial division.

P. E. Myers, Seattle branch manager has been appointed San Francisco branch manager, of the Kelly Springfield Tire Co. He succeeds W. N. Kidwell, who resigned to handle the Kelly line at San Jose, Cal. Frank B. Morrow has been appointed branch manager at Seattle.

Fred Neale has joined the Christensen Air Brake Co. as technical engineer. He was formerly chief engineer of the engine division of the General Motors Truck Company.

T. F. Rose has been appointed Cincinnati branch manager of the Timken Roller Bearing Service & Sales Company. He was formerly assistant branch manager at Chicago. H. C. Sauer, formerly assistant branch manager at Cleveland, has been appointed branch manager at Detroit.

Fred G. Rumball has been promoted to sales engineer, automotive division of the Timken Roller Bearing Co. with headquarters at Cleveland. He was formerly branch manager at Kansas City. He is succeeded by J. M. Carey. Edgeley W. Austin has been made assistant manager of sales.

Albert C. Schulze has been appointed assistant engineer of the Bragg Kliersrath Corporation. He has been well and favorably known as a veteran in automotive engineering.

Henry T. Swain has been named district sales representative of the Federal Motor Truck Corporation to cover the territory including states of North Carolina, South Carolina and Virginia.

Myron F. Westover, secretary of General Electric has been elected to the board of directors, to fill the vacancy caused by the death of E. R. Stettinius.

Highway Courses Offered by University of Mich.

Summer courses in Highway Engineering and Highway Transport will be conducted by the University of Michigan, Ann Arbor, from June 21 to August 13. Design and economics of highway improvements, drainage systems, truck and bus transportation, legislation and similar topics are included in the courses.

Those who intend to enroll or who desire additional information should write to A. H. Blanchard, 1026 East Engineering Building, University of Michigan.

Husky Wrench Moves to New Plant

In order to take care of the increased business and provide manufacturing space for the completed line of socket wrench sets and interchangeable soft tip hammers, the Husky Wrench Company has moved to their new location, at 27th & Florence Streets, Milwaukee, Wisconsin. The export office remains at 280 Broadway, New York City.

The new catalog of the complete line of socket wrench sets and soft tip hammers is now ready for distribution.

G. E. Changes Stock to No Par Value; Officers Re-Elected

Stockholders of the General Electric Company at the annual meeting in Schenectady recently approved the plan to change the present authorized common stock of 1,850,000 shares of the par value of \$100 each into 7,400,000 shares of common stock without par value. This was in accord with the recommendation of the board of directors the previous month to split the stock on a 4 to 1 basis. The board of directors were re-elected.

Hercules Body Plant Builds 3500 in Month

The automotive department of the Hercules Corp. Evansville, Ind., will build 3500 truck bodies this month, C. W. Sanford, superintendent, announced. The department is building 175 bodies daily, employing 900 men.

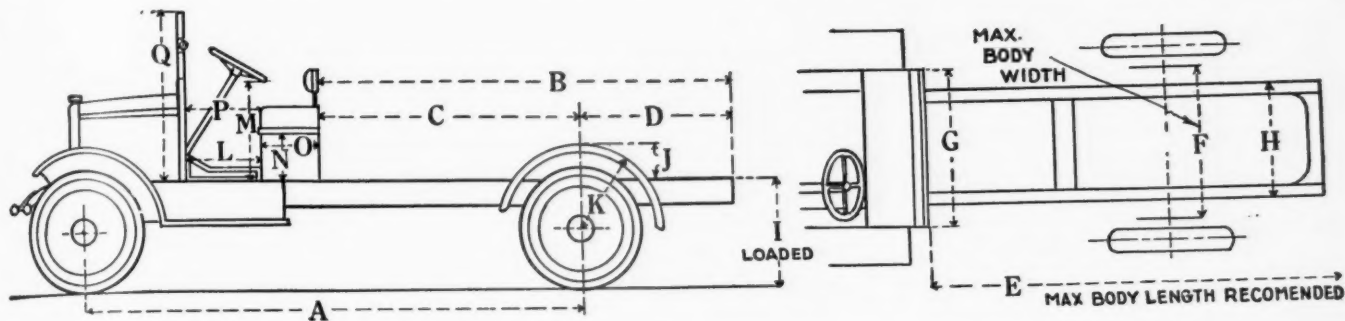
Highway Trailer Increases Capacity

Highway Trailer Co. will double the capacity of its fabricating and assembly departments through the addition of a new factory building. Business is reported as increasing rapidly.

Gotfredson Builds "6"

Gotfredson Corp. of Canada, Ltd., has added a line of 6-cylinder trucks to its present 4-cylinder line, all units of the two lines, including the wheels, being interchangeable.

Table of Chassis Dimensions for Body Building



Model Name or No.	Cap. in Tons	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	Max. Body Weight Recom'd Lb.
Acme Motor Truck Co., Cadillac, Mich.																			
21	1	130	97%	56%	41	108	46	53	34	28	....	....	23%	....	19	21½	23¾	....	1000
20-L	1-1½	136	106%	61%	45½	108	46	57½	34	33	....	....	23%	....	14¼	21½	23¾	....	1000
41	2	150	130%	78%	51½	132	46	53	34	31½	....	....	23%	....	19	21½	23¾	....	1400
60-L	3	156	139%	77%	61½	144	46	57½	34	33½	....	....	23%	....	14¼	21½	23¾	....	1600
90-L	4½	176½	152½	95%	57	156	49	60	37	37½	....	....	23%	....	14¼	21½	23¾	....	2000
125	6¼	179¾	158%	98%	60	168	53	60	37	39	....	....	23%	....	14¼	21½	23¾	....	2500
Advance Rumely Thresher Co., Inc., La Porte, Ind. (Rumely)																			
A	1½-2	144	122	72	50	126	48	49	34	30½	10	....	23	23	16	20	23	....	1100
American La France Fire Engine Co., Elmira, N. Y.																			
2-R1257	2	160%	132	81½	50½	....	....	33	33½	10¾	....	....	26	....	....	20	26	....	....
2-R1257	2	177%	156	98½	57½	....	....	33	33½	10¾	....	....	26	....	....	20	26	....	....
2-R1257	2	189%	180	110½	69½	....	....	33	35	9¼	....	....	26	....	....	20	26	....	....
2-R1257	2	143½	95%	63%	32	....	....	33	33½	10¾	....	....	26	....	....	20	26	....	....
2-R1257	2	131	95%	63%	32	....	....	33	33½	10¾	....	....	26	....	....	20	26	....	....
2-R1257	2	201¾	216	122½	93½	....	....	33	35	9¼	....	....	26	....	....	20	26	....	....
5-R1530	3½	154½	123	79½	43½	....	....	36½	34	7½	....	....	27½	....	....	20	27½	....	....
5-R1530	3½	146½	104%	71%	33%	....	....	36½	34	7½	....	....	27½	....	....	20	27½	....	....
5-R1546	3½	165	144¼	89½	54%	....	....	36½	34	11½	....	....	27½	....	....	20	27½	....	....
5-R1546	3½	178	168¼	103½	64%	....	....	36½	34	11½	....	....	27½	....	....	20	27½	....	....
5-R1546	3½	200	192¼	113½	78%	....	....	36½	34	11½	....	....	27½	....	....	20	27½	....	....
5-R1546	3½	199%	210¼	124½	85%	....	....	36½	34	11½	....	....	27½	....	....	20	27½	....	....
5-R1530	5	146½	104%	71%	33	....	....	36½	37½	8¾	....	....	27½	....	....	20	27½	....	....
5-R1530	5	154½	123½	80	43½	....	....	36½	37½	8¾	....	....	27½	....	....	20	27½	....	....
5-R1546	5	165	144¼	90¼	54	....	....	36½	37½	....	....	....	27½	....	....	20	27½	....	....
5-R1546	5	178	168¼	104¼	64	....	....	36½	37½	....	....	....	27½	....	....	20	27½	....	....
5-R1546	5	189	192¼	114¼	78	....	....	36½	37½	....	....	....	27½	....	....	20	27½	....	....
5-R1546	5	200	210¼	125¼	85	....	....	36½	37½	....	....	....	27½	....	....	20	27½	....	....
American Motor Truck Co., Newark, O. (Ace)																			
30	1½	148	121	71%	49%	132	50	58	32	29½	....	....	24¾	33	15½	20¼	24¾	....	1200
40	2	150	144½	85	59½	168	45	55	32	32	....	....	26	35	18¼	17¼	21½	55	....
56	2½	150	144½	85	59½	168	45	55	32	32	....	....	26	35	18¼	17¼	21½	55	....
60	2½-3	156	142¾	84½	58¾	168	45	55	32	33	....	....	26	34	18¼	17¼	21½	55	....
The O. Armleder Motor Truck Co., Cincinnati, O.																			
30	1½	148	121	71%	49%	132	50	58	32	29½	....	....	24¾	33	15½	20¼	24¾	....	1200
30	1½	168	145	92%	52%	156	50	58	32	29½	....	....	24¾	33	15½	20¼	24¾	....	1200
30 Tractor	1½	115	70	38%	31%	....	50	58	32	29½	....	....	24¾	33	15½	20¼	24¾	....	....
30	1½	187	181	110%	70%	180	50	58	32	29½	....	....	24¾	33	15½	20¼	24¾	....	1200
50	2½	152	133	77%	55%	144	46	58	32	31½	....	....	24¾	33	15½	20¼	24¾	....	1500
50	2½	170	157	95%	61%	168	46	58	32	31½	....	....	24¾	33	15½	20¼	24¾	....	1500
55	2½	152	133	77%	55%	144	45	58	32	31½	....	....	24¾	33	15½	20¼	24¾	....	1500
55	2½	170	157	95%	61%	168	45	58	32	31½	....	....	24¾	33	15½	20¼	24¾	....	1500
50 Tractor	2½	116	72	41%	30%	....	46	58	32	31½	....	....	24¾	33	15½	20¼	24¾	....	....
50	2½	188	178	113%	64%	192	46	58	32	31½	....	....	24¾	33	15½	20¼	24¾	....	1500
50	2½	209	204	134%	69%	216	46	58	32	31½	....	....	24¾	33	15½	20¼	24¾	....	1500
55 Tractor	2½	116	72	41%	30%	....	45	58	32	31½	....	....	24¾	33	15½	20¼	24¾	....	1500
55	2½	188	178	113%	69%	192	45	58	32	31½	....	....	24¾	33	15½	20¼	24¾	....	1500
55	2½	209	204	134%	69%	216	45	58	32	31½	....	....	24¾	33	15½	20¼	24¾	....	1500
50-6 Tractor	2½	122	72	41%	30%	....	46	58	32	31½	....	....	24¾	33	15½	20¼	24¾	....	....
50-6	2½	158	133	77%	55%	144	46	58	32	31½	....	....	24¾	33	15½	20¼	24¾	....	1500
50-6	2½	176	157	95%	61%	168	46	58	32	31½	....	....	24¾	33	15½	20¼	24¾	....	1500
50-6	2½	194	178	113%	64%	192	46	58	32	31½	....	....	24¾	33	15½	20¼	24¾	....	1500
50-6	2½	215	204	134%	69%	216	46	58	32	31½	....	....	24¾	33	15½	20¼	24¾	....	1500
60 Tractor	3	116	72	41%	30%	....	....	58	32	32	....	....	24¾	33	15½	20¼	24¾	....	....
60	3	152	133	77%	55%	144	....	58	32	32	....	....	24¾	33	15½	20¼	24¾	....	....
60	3	170	157	95%	61%	168	....	58	32	32	....	....	24¾	33	15½	20¼	24¾	....	....
60	3	188	178	113%	64%	192	....	58	32	32	....	....	24¾	33	15½	20¼	24¾	....	....
60	3	209	204	134%	69%	216	....	58	32	32	....	....	24¾	33	15½	20¼	24¾	....	....
60-6 Tractor	3	122	72	41%	30%	....	....	58	32	32	....	....	24¾	33	15½	20¼	24¾	....	....
60-6	3	158	133	77%	55%	144	....	58	32	32	....	....	24¾	33	15½	20¼	24¾	....	....
60-6	3	176	157	95%	61%	168	....	58	32	32	....	....	24¾	33	15½	20¼	24¾	....	....
60-6	3	194	178	113%	64%	192	....	58	32	32	....	....	24¾	33	15½	20¼	24¾	....	....
60-6	3	215	204	134%	69%	216	....	58	32	32	....	....	24¾	33	15½	20¼	24¾	....	....
70	3½	156	138	87%	50¼	144	50	58	36¼	35%	....	....	24¾	33	15½	20¼	24¾	....	2000
70	3½	186	168	117%	50¼	174	50	58	36¼	35%	....	....	24¾	33	15½	20¼	24¾	....	2000
Atterbury Motor Car Co., Buffalo, N. Y.																			
26B	1	132	98½	55	43½	102	47	50	34	24¼	8	21	22½	26	12½	19½	22½	....	750
24R	1½	150	119¼	76	43½	138	60	50	34	29¾	....	....	....	....	....	....	....	....	1250
24R	1½	162	158½	88	70½	156	60	50	34	29¾	....	....	....	....	....	....	....	....	1250
22C	2½	156	129¼	78%	50½	144	66	50	34	33¾	....	....	26	....	17	19½	26	....	2000
22C	2½	180	165¼	102%	62½	168	66	50	34	33¾	....	....	26	....	17	19½	26	....	2000
22D (Dump)	3½	162	112¼	81¼	31	....	....	60	37½	34½	....	....	26	....	17	19½	26	....	2500
22D	3½	174	142¾	93½	49½	168	72	60	37½	36½	....	....	26	....	17	19½	26	....	2500
22D	3½	198	190¾	117½	73½	192	72	60	37½	36½	....	....	26	....	17	19½	26	....	2500
24E	5	174	159¾	89¼	70½	168	78	60	37½	37½	....	....	26	....	17	19½	26	....	2500
24E	5	204	193¾	119¼	74½	192	78	60	37½	37½	....	....	26	....	17	19½	26	....	2500

Model Name or No.	Cap. in Tons	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	Max. Body Weight, Lbs.
Autocar Co., Ardmore, Pa.																			
21-F	1½-2	97	91	67	24	114	49	55½	34	30¾	10	24	25	27¼	16½	27½	25	.....	.....
21-G	1½-2	120	114	90	24	144	49	55½	34	30¾	10	24	25	27¼	16½	27½	25	.....	.....
FH	2	114	131½	76	55½	168	78	55	34½	29¾	.....	.....	22½	34	18½	33	22½	.....	.....
GK	2	138	155½	100	55½	180	84	55	34½	29¾	.....	.....	22½	34	18½	33	22½	.....	.....
27-H	3	114	131½	76	55½	168	78	55	34½	30¾	.....	.....	22½	34	18½	33	22½	.....	.....
27-K	3	138	155½	100	55½	180	84	55	34½	30¾	.....	.....	22½	34	18½	33	22½	.....	.....
27-KA	3	162	179½	124	55½	192	84	55	34½	30¾	.....	.....	22½	34	18½	33	22½	.....	.....
HPDS	3	114	105	76	29	120	72	55	34½	31¾	.....	.....	22½	34	18½	33	22½	.....	.....
26-M	5	120	140	80¾	59	156	72	55	34½	35¾	.....	.....	24¼	35	20	33	22½	.....	.....
26-L	5	156	176	116¾	59	204	84	55	34½	35¾	.....	.....	24¼	35	20	33	22½	.....	.....
25-LA	5	192	214	152¾	61	216	84	55	34½	36¾	.....	.....	24¼	35	20	33	22½	.....	.....
Bethlehem Motor Corp. of N. Y., Allentown, Pa.																			
KN	1	125	89	56	33	108	.....	48	32	28	.....	.....	24	29	15	20	24	.....	90
GN	2	138	117	74	43	132	.....	48	34½	35	.....	.....	24	31	15	20	24	.....	120
L	2½	145	135	81½	53½	150	.....	48	34½	37	.....	.....	24	31	15	20	24	.....	150
M	3½	168	161	104	57	176	.....	48	34½	38½	.....	.....	24	31	15	20	24	.....	180
CS	3½	145	131	81½	44½	132	.....	48	33	38	.....	.....	24	31	15	20	24	.....	200
Biederman Motors Co., Cincinnati, O.																			
20	1	144	108	61	47	108	48	54	32	30	6	21	30	31	14	22	30	50	800
30	1½	154	120	71	49	120	50	54	32	32	6	23	30	31	14	22	30	50	1200
40	1½	166	144	83	61	144	50	60	32	34	6	23	30	31	14	22	30	50	1500
60	2½	180	168	91	77	168	50	60	32	36	7	24	30	31	14	22	30	50	1800
80	3½	166	120	77	43	132	50	60	36	38	7	24	30	31	14	22	30	50	2000
100	5	174	144	85	59	144	54	60	36	40	7	26	30	31	14	22	30	50	3000
Brockway Motor Truck Corp., Cortland, N. Y.																			
E	1¼	135	102	58½	43½	102	46	50½	36	.....	12	23	17¾	.....	14	19	.....	.....	.....
EY	1¼	150½	126	72¾	53¼	126	46	54	36	.....	12	23	.....	.....	.....	.....	.....	.....	.....
SY	2	151¼	126	74¼	51¾	.....	45	54	.....	.....	10	23	.....	.....	.....	.....	.....	.....	.....
K	3	153	156	89½	66½	.....	49½	54	.....	.....	.....	.....	.....	.....	18½	20	.....	.....	.....
R	4	164	180	102¾	77½	.....	53¼	60	.....	.....	.....	.....	.....	.....	18½	20	.....	.....	.....
T	5	174	186	104½	75½	.....	55½	60	.....	.....	.....	.....	.....	.....	17½	20	.....	.....	.....
Buck Motor Truck Co., Bellevue, O.																			
34-36	1½	160	86	54	32	.....	52	46	.....	30	.....	.....	.....	26	.....	.....	.....	.....	.....
44-46	2	160	134	80	54	.....	52	46	.....	30	.....	.....	.....	26	.....	.....	.....	.....	.....
54	2½	160	138	80	58	.....	49	42	.....	32	.....	.....	.....	34	.....	.....	.....	.....	.....
64	3	163	131	80	51	.....	49	42	.....	33	.....	.....	.....	34	.....	.....	.....	.....	.....
74	3½	170	141	87	54	.....	54	44	.....	37	.....	.....	.....	34	.....	.....	.....	.....	.....
84	5	180	160	92	68	.....	54	44	.....	37	.....	.....	.....	34	.....	.....	.....	.....	.....
94	5-7	183	161	96	65	.....	55	44	.....	38	.....	.....	.....	34	.....	.....	.....	.....	.....
Century Motor Truck Co., Defiance, Ohio (Defiance)																			
A	1½	140	118	75	43	138	70	37	34	30	.....	.....	24	31	15	21	24	.....	600
F	1½	128	90	56	34	120	70	37	34	31	.....	.....	24	31	15	21	24	.....	600
FV	1½	140	121	73	48	144	78	37	31	31	.....	.....	24	31	15	24	24	.....	500
FL	1½	160	134	90	44	156	84	37	34	31	.....	.....	24	31	15	21	24	.....	600
EVS	2½	160	125	83	42	156	84	37	34	33	.....	.....	24	31	15	21	24	.....	600
EVSL	2½	175	144	101	43	170	84	37	34	33	.....	.....	24	31	15	21	24	.....	600
H2	3	160	126	83	43	156	84	37	34	34	.....	.....	24	31	15	21	24	.....	1200
HL2	3	175	144	101	43	170	84	37	34	34	.....	.....	24	31	15	21	24	.....	1200
H3 (Dump)	3	135	102	67	35	.....	..	37	34	34	.....	.....	24	31	15	21	24	.....	1200
Chevrolet Motor Co., Detroit, Mich.																			
Commercial Ch.	½	103	52¾	27¾	25	60	45	45	..	22 ⅞	14 ⅞	.....	25¾	25	10¾	23	26 ⅞	52	.....
Utility Express 1	1	124	81¾	46¾	34¾	95	66	49½	37	24 ⅞	14 ⅞	.....	26½	25	8¼	23¾	24 ⅞	47¼	.....
Clinton Motors Corp., Reading, Pa.																			
20	1¼	153	118	73	45	126	46	49	34	29	.....	.....	26	28½	18	20¼	26	.....	1350
32	1½	153	118	73	45	126	46	49	34	29	.....	.....	26	28½	18	20¼	26	.....	1500
45S	2	147	100	66	34	108	45½	48	33¾	30	.....	.....	26	32	18	20¼	26	.....	2125
45L	2	162	131	81	50	144	45½	48	33¾	30	.....	.....	26	32	18	20¼	26	.....	2125
65L	3	184	166	102	64	174	43	55	33¾	30½	.....	.....	26	30½	18	20¼	26	.....	2275
65S	3	154	108	72	36	120	43	55	33¾	30½	.....	.....	26	30½	18	20¼	26	.....	2275
90S	4	172	120	87	33	132	47½	55	38	32	.....	.....	26	30	18	20¼	26	.....	2500
90L	4	190	163	105	58	174	47½	55	38	32	.....	.....	26	30	18	20¼	26	.....	2500
120L	5	204	132	92½	39½	220	46	55	38	35	.....	.....	26	30	18	20¼	26	.....	3000
120S	7	180	208	116½	91½	144	46	55	38	37	.....	.....	26	30	18	20½	26	.....	3000
Coleman Motors Corp., Littleton, Colo.																			
D-40	2½	130	152	96	56	152	42	42	30	36	.....	.....	25	25	16	19	24	56	.....
6-X	5	144	168	105	63	168	40	42	30	40	.....	.....	25	25	16	19	24	56	.....
6-OX	5	144	168	105	32	168	40	42	30	37	.....	.....	25	25	16	19	24	56	.....
Commerce Motor Truck Co., Ypsilanti, Mich.																			
7	1	130	100	53	47	102	45	50	34	.....	.....	.....	28	26½	16	20	26	.....	1000
S-11	1½	142	108	69	39	126	48	54¾	34	28¾	.....	.....	26	30½	18	20	26	.....	1200
S11	1½	142	124	69	55	126	44½	50	34	28¾	.....	.....	26	30½	16	20	26	.....	1200
S11	1½	160	142	87	55	144	44½	50	34	28¾	.....	.....	26	30½	16	20	26	.....	1200
SD11	1½	118	66	45	21	66	44½	50	34	28¾	.....	.....	26	30½	16	20	26	.....	1200
S-15C	2	160	128	88	40	144	47½	54¾	34	30	.....	.....	26	30¾	18	20	26	.....	1500
S-14B	2	146	116	74	42	132	47½	54¾	34	30	.....	.....	26	30¾	18	20	26	.....	1500
S14	2	146	116	73	43	126	47½	50	34	30	.....	.....	26	30¾	16	20	26	.....	1500
S14	2	160	128	87	41	144	47½	50	34	30	.....	.....	26	30¾	16	20	26	.....	1500
25C	3	176	151	103	48	168	44	54¾	34	31	.....	.....	26	30¾	18	20	26	.....	1500
25B	3	156	131	83	48	150	44	54¾	34	31	.....	.....	26	30¾	18	20	26	.....	1500
25A	3	144	104	71	33	120	44	54¾	34	31	.....	.....	26	30¾	18	20	26	.....	1500
25A	3	144	104	71	33	108	45	54	34	31	.....	.....	26	30¾	16	20	26	.....	1500
25B	3	156	131	83	48	144	45	54	34	31	.....	.....	26	30¾	16	20	26	.....	1500
25C	3	176	151	103	48	168	45	54	34	31	.....	.....	26	30¾	16	20	26	.....	1500
26	3	176	151	103	48	168													

Model Name or No.	Cap. in Tons	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	Max. Body Weight Rec'd Lb.
Day Elder Motors Corp., Newark, N. J.																			
G	1½	128	105	61	44	120	....	53	34	31	....	....	21½	29	13¾	20¾	21¾	....	1200
H	1½	144	132	77	55	144	....	53	34	31	....	....	21½	29	13¾	20¾	21¾	....	1200
H	2	144	132	77	55	144	....	53	34	31	....	....	21½	29	13¾	20¾	21¾	....	1200
H	2½	168	161	101½	59½	174	....	53	34	31	....	....	21½	29	13¾	20¾	21¾	....	1200
I	2½	150	123½	77½	46	132	....	53	35	33	....	....	21½	29	13¾	20¾	21¾	....	1500
I	2½	165	147½	92½	55	156	....	53	35	33	....	....	21½	29	13¾	20¾	21¾	....	1500
J	3	156	115½	77	38½	132	....	53	35	33	....	....	21½	29	13¾	20¾	21¾	....	2000
J	3	165	143½	86	57½	156	....	53	35	33	....	....	21½	29	13¾	20¾	21¾	....	2000
K	3	180	161	101	60	174	....	53	35	33	....	....	21½	29	13¾	20¾	21¾	....	2000
K	4	162	121	86	35	132	....	57	37	38	....	....	23	31	16	20¾	23	....	2000
K	4	170	154	94	60	168	....	57	37	38	....	....	23	31	16	20¾	23	....	2000
K	4	196	204	120	84	216	....	57	37	38	....	....	23	31	16	20¾	23	....	2000
L	5-6	162	115	80	35	132	....	57	37	40	....	....	23	31	16	20¾	23	....	2500
L	5-6	170	148	88	60	162	....	57	37	40	....	....	23	31	16	20¾	23	....	2500
L	5-6	196	198	114	84	216	....	57	37	40	....	....	23	31	16	20¾	23	....	2500
Denby Motor Truck Corp., Detroit, Mich.																			
41	1½	128	107	61	46	108	..	44	34	34	....	24	24	....	....	19	24	....	800
41	1½	155	129	83	46	132	..	44	34	34	....	24	24	....	....	19	24	....	800
43	2½	155	144	87	57	144	..	44	33½	....	11	....	24	....	....	19	24	....	1000
Diamond T Motor Car Co., Chicago, Ill.																			
76	1	130	88¾	56¼	32½	102	..	..	34	27⅞	....	....	24¾	24¼	14	21¼	....	....	900
T3	1½	144	117¾	68	49¾	114	..	..	34	30¾	....	....	25¾	29½	14½	21¼	....	....	1200
T4	1½	144½	117¾	68½	49¾	114	..	..	34	30¾	....	....	25¾	29½	14½	21¼	....	....	1200
U4	2½	161	130¾	82¾	48	144	..	..	34	32¾	....	....	25¾	30¾	14½	21¼	....	....	1500
K2	3½	170	141¾	91	50	144	..	..	37	34¾	....	....	25¾	30	14½	21¼	....	....	1600
S2	5	180	153¾	101¾	52	168	..	..	37	39¼	....	....	25¾	30	14½	21¼	....	....	2500
Dixon Motor Truck Co., Altoona, Pa.																			
DS4	1½	146	120	75	45	144	72	50	34	30	....	....	25	29	14	20	26	....	....
D	2	146	120	75	45	144	72	50	34	31	....	....	25	29	14	20	26	....	....
G2	3	172	147	97	50	180	84	54	34	33	....	....	25	29	14	20	26	....	....
C	3	156	150	84	66	168	84	54	34	33	....	....	25	29	14	20	26	....	....
A	5	160	154	88	66	192	96	60	36	35	....	....	25	29	14	20	26	....	....
Dodge Bros., Detroit, Mich.																			
1	¾	116	....	....	26⅞	...	44	..	40	22	16¾	22¾	..	27⅞	....	....	....	....	800
4	¾	116	63¾	37⅞	26⅞	...	44	49¾	40	22	16¾	22¾	28⅞	27⅞	10½	20⅞	27⅞	51½	800
Dorris Motors, Inc., St. Louis, Mo.																			
K5	2-2½	144	124⅞	78½	46¾	132	72	54	34	33	6	23	25	32	16	22	25	60	1800
K5	2-2½	162	142⅞	96½	46¾	157	72	54	34	33	6	23	25	32	16	22	25	60	1800
K5 Tractor	2½	120	86½	55	31½	...	...	...	34	33	6	23	25	32	16	22	25	60	...
K8	4-5	154	138½	90½	48	144	72	54	36	33	6	23	25	32	16	22	25	60	2000
K8	4-5	174	158½	110½	48	168	72	54	36	33	6	23	25	32	16	22	25	60	2000
K8	4-5	194	178½	130½	48	186	72	54	36	33	6	23	25	32	16	22	25	60	2000
Double Drive Truck Co., Benton Harbor, Mich.																			
Fr. Drive	1½	130	108	70	38	120	50	48	36	34	....	....	25	27	16	21	25	....	1200
Dbl. Drive	3	144	120	82	38	132	50	48	36	34	....	....	25	27	16	21	25	....	2000
Duplex Truck Co., Lansing, Mich.																			
G	1	132	102	59	43	114	66	52	34	30½	....	....	25	31½	15½	21	23	....	900
G-H	1½	138	119	64	55	132	66	52	34	30¾	....	....	25	31½	15½	21	23	....	1000
A	2	160	156	87	69	168	72	52	34	33	....	....	25	31½	15½	21	23	....	1200
A-C	3	165	151	87	64	168	84	52	34	33½	....	....	25	31½	15½	21	23	....	1500
E-F	3½	130	126	80	46	144	84	56	39½	37½	....	....	32	35	15½	19	28	....	1800
Federal Motor Truck Co., Detroit, Mich.																			
3R	¾	132	110⅞	61⅞	48¾	...	50	38	34	28½	11½	....	25	31⅞	14⅞	19	...	....	....
S25	1½	144	119	71	48	...	57	...	34	...	11	....	...	29	14	19	28	....	....
U2	2-2½	157⅞	134	88¾	45¼	...	...	...	34	....	14	....	25	34¾	16½	19	25	....	....
W3	3½-4	156⅞	154	90¼	63⅞	...	53½	...	38	....	14¾	....	25	32¼	16½	19	25	....	....
X6	5-6	163	151	87⅞	63⅞	...	56	...	38	35½	11	....	25	32½	15¾	...	25	....	....
Ford Motor Co., Highland Park, Mich.																			
TTA-B	1	123	...	...	...	...	..	27¾	23	27⅞	....	....	28⅞	24¾	9½	13	28⅞	....	....
TT	1	123	53¼	52	..	100	..	27¾	23	27⅞	....	....	25¼	24¾	10	16	24	....	....
Garford Motor Truck Co., Lima, O.																			
15	1	132	96	61	35	108	50	55	34	29	13	....	26	29	...	17	....	....	1000
30	1½	144	120	71	49	120	52	48	34	29½	10	....	26	31¾	...	20	....	....	1200
50	2½	156	144	81	62	144	49½	56½	34	32	11	....	26	32	...	20	....	....	1500
80	4	162	146	87½	58¾	156	52½	56½	36	35¾	6½	....	26	32¼	...	20	....	....	2000
100	5	162	146	87½	58¾	156	54½	56½	36	38	8	....	26	32¼	...	20	....	....	2500
Gary Motor Corp., Gary, Ind.																			
GL-15	1½	175	157½	106	51½	...	..	..	....	30¾	10	....	23⅞	....	17	18	23⅞	....	....
G-15	1½	144	120	75	45	...	..	..	....	30¾	10	....	23⅞	....	17	18	23⅞	....	....
E-25	2½	148	120	79	41	...	..	..	....	31⅞	10	....	23⅞	....	17	18	23⅞	....	....
EL-25	2½	175	156	106	50	...	..	..	....	31⅞	10	....	23⅞	....	17	18	23⅞	....	....
Y-35	3½	162	148	86	62	...	..	..	....	36¼	10	....	23⅞	....	17	20	23⅞	....	....
YL-35	3½	198	184	122	62	...	..	..	....	36¼	10	....	23⅞	....	17	20	23⅞	....	....
B-50	5	182	168	99	69	...	..	..	....	38¼	10	....	25⅞	....	17	20	25⅞	....	....
BL-50	5	198	192	115	77	...	..	..	....	38¼	10	....	25⅞	....	17	20	25⅞	....	....
General Motors Truck Co., Pontiac, Mich.																			
K17	1	136	101	57	44	...	45	..	34¼	28½	11	22	25	30⅞	15½	20	....	....	900
K32	1½	154	123	75	48	...	45	..	34¾	29½	12	22	25	30⅞	15½	20	....	....	1200
K52-A	2½	146	126⅞	70⅞	55	...	43	..	33	30½	10½	23½	....	....	....	....	....	....	1500
K52-13	2½	158	149⅞	82⅞	67	...	43	..	33	30½	10½	23½	....	....	....	....	....	....	1500
K52-C	2½	193	149⅞	117⅞	32	...	43	..	33	30½	10½	23½	....	....	....	....	....	....	1500
K72-A	3½	160	144	87⅞	56½	...	51	..	38	35½	9	25	....	....	....	....	....	....	2000
K72-B	3½	184	192	111½	80½	...	51	..	38	35½	9	25	....	....	....	....	....	....	2000
K102-A	5	160	144	87⅞	56½	...	50	..	38	36½	8	25	....	....	....	....	....	....	2500
K102-B	5	184	192	111½	80½	...	50	..	38	36½	8	25	....	....	....	....	....	....	2500
K52-T*	6	128½	85⅞	52½	32¾	...	43	..	33	30½	10½	23½	....	....	....	....	....	....	1500
K72-T*	10	137	95¾	64¾	31	...	51	..	38	35½	9	25	....	....	....	....	....	....	2000
K10-T*	10	111¼	84	54	30	...	..	..	38	31¾	....	....	....	....	....	....	....	....	2000
K102-T*	15	137	95¾	64¾	31	...	50	..	38	36½	8	25	....					

Model Name or No.	Cap. in Tons	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	Max. Body Weight in Lbs.
Gotfredson Truck Corporation (Motor Truck Div.), Detroit, Mich.																			
20B	1	131	84 $\frac{1}{2}$	52 $\frac{1}{2}$	31	...	...	50 $\frac{3}{4}$	32 $\frac{1}{2}$	...	...	...	...	27	...	...	...	...	...
34B	1 $\frac{1}{2}$	144	116 $\frac{1}{2}$	65 $\frac{1}{2}$	50 $\frac{1}{2}$	...	...	50 $\frac{3}{4}$	32 $\frac{1}{2}$	...	...	...	...	27	...	...	...	...	...
30B	1 $\frac{1}{2}$	141	116 $\frac{1}{2}$	65 $\frac{1}{2}$	50	...	...	50 $\frac{3}{4}$	32 $\frac{1}{2}$	...	...	...	...	27	...	...	...	...	...
41	2	146 $\frac{7}{8}$	117 $\frac{1}{2}$	65 $\frac{1}{2}$	51 $\frac{1}{2}$	...	...	50 $\frac{3}{4}$	32	...	...	...	...	27	...	...	...	...	...
46	2 $\frac{1}{2}$	156 $\frac{1}{2}$	120	65 $\frac{3}{4}$	54 $\frac{1}{2}$	...	...	50 $\frac{3}{4}$	32 $\frac{1}{2}$	...	...	...	...	26	...	...	...	...	...
60	3	152 $\frac{1}{2}$	127	81 $\frac{1}{2}$	45 $\frac{1}{2}$	...	...	60 $\frac{1}{2}$	33	...	...	...	...	26	33 $\frac{1}{4}$	17	20	24 $\frac{1}{2}$	...
51	2 $\frac{1}{2}$	146 $\frac{1}{2}$	117 $\frac{1}{2}$	65 $\frac{1}{2}$	51 $\frac{1}{2}$	...	...	50 $\frac{3}{4}$	32 $\frac{1}{2}$	...	...	...	...	26	...	...	...	...	...
56	2 $\frac{1}{2}$	156 $\frac{1}{2}$	120	65 $\frac{3}{4}$	54 $\frac{1}{2}$	...	...	50 $\frac{3}{4}$	32 $\frac{1}{2}$	...	...	...	...	26	...	...	...	...	...
80	4	160	147	88 $\frac{3}{4}$	58 $\frac{1}{4}$	...	...	60 $\frac{1}{2}$	35	...	...	26	34	17	20	24 $\frac{1}{2}$	...	...	...
66	3	166 $\frac{1}{2}$	135	86 $\frac{3}{4}$	48 $\frac{1}{2}$	...	...	60 $\frac{1}{2}$	33	...	...	...	33 $\frac{1}{4}$	17	20	24 $\frac{1}{2}$	...	...	...
86	4	169 $\frac{1}{2}$	144	86 $\frac{1}{2}$	57 $\frac{1}{2}$	...	...	60 $\frac{1}{2}$	35	...	...	26	34	17	20	24 $\frac{1}{2}$	...	...	...
100	4	169 $\frac{1}{2}$	156	93	63	...	...	60 $\frac{1}{2}$	38	...	...	26	34	17	20	24 $\frac{1}{2}$	...	...	...
106	5	173 $\frac{1}{2}$	156	90 $\frac{1}{2}$	65 $\frac{1}{2}$	...	...	60 $\frac{1}{2}$	38	...	...	26	34	17	20	24 $\frac{1}{2}$	...	...	...
Graham Brothers, Detroit, Mich.																			
BC	1	126	84	48 $\frac{1}{2}$	35 $\frac{1}{2}$	96	46	52 $\frac{1}{2}$	34	25 $\frac{1}{2}$	12	21 $\frac{1}{2}$	14 $\frac{1}{2}$	27 $\frac{1}{2}$	11 $\frac{1}{2}$	18 $\frac{1}{2}$	12 $\frac{1}{2}$	50 $\frac{1}{2}$	...
IB	1	140	96 $\frac{1}{2}$	56 $\frac{1}{2}$	39 $\frac{3}{4}$	114	46	52 $\frac{1}{2}$	34	27 $\frac{1}{2}$	14 $\frac{1}{2}$	24 $\frac{1}{2}$	14 $\frac{1}{2}$	27 $\frac{1}{2}$	11 $\frac{1}{2}$	18 $\frac{1}{2}$	12 $\frac{1}{2}$	50 $\frac{1}{2}$	...
EB	1 $\frac{1}{2}$	124	50 $\frac{1}{2}$	40 $\frac{3}{4}$	39 $\frac{3}{4}$	...	46	52 $\frac{1}{2}$	34	27 $\frac{1}{2}$	12 $\frac{3}{4}$	...	14 $\frac{1}{2}$	27 $\frac{1}{2}$	11 $\frac{1}{2}$	18 $\frac{1}{2}$	12 $\frac{1}{2}$	50 $\frac{1}{2}$	...
CB	1 $\frac{1}{2}$	140	96 $\frac{1}{2}$	56 $\frac{1}{2}$	39 $\frac{3}{4}$	114	46	52 $\frac{1}{2}$	34	29 $\frac{1}{2}$	14 $\frac{1}{2}$	...	14 $\frac{1}{2}$	27 $\frac{1}{2}$	11 $\frac{1}{2}$	18 $\frac{1}{2}$	12 $\frac{1}{2}$	50 $\frac{1}{2}$	...
MB	1 $\frac{1}{2}$	140	96 $\frac{1}{2}$	56 $\frac{1}{2}$	39 $\frac{3}{4}$	114	46	52 $\frac{1}{2}$	34	27 $\frac{1}{2}$	12 $\frac{1}{2}$	...	14 $\frac{1}{2}$	27 $\frac{1}{2}$	11 $\frac{1}{2}$	18 $\frac{1}{2}$	12 $\frac{1}{2}$	50 $\frac{1}{2}$	...
FB	1 $\frac{1}{2}$	158	132 $\frac{1}{2}$	74 $\frac{3}{4}$	57 $\frac{1}{2}$	144	46	52 $\frac{1}{2}$	34	30 $\frac{1}{2}$	14 $\frac{1}{2}$	...	14 $\frac{1}{2}$	27 $\frac{1}{2}$	11 $\frac{1}{2}$	18 $\frac{1}{2}$	12 $\frac{1}{2}$	50 $\frac{1}{2}$	...
LB	1 $\frac{1}{2}$	158	132 $\frac{1}{2}$	74 $\frac{3}{4}$	57 $\frac{1}{2}$	144	46	52 $\frac{1}{2}$	34	27 $\frac{1}{2}$	12 $\frac{1}{2}$	...	14 $\frac{1}{2}$	27 $\frac{1}{2}$	11 $\frac{1}{2}$	18 $\frac{1}{2}$	12 $\frac{1}{2}$	50 $\frac{1}{2}$	...
Gramm Bernstein Motor Truck Co., Lima, Ohio																			
10	1	129	97	57 $\frac{3}{4}$	39 $\frac{3}{4}$	106	44	48	30	30	11 $\frac{3}{4}$	...	26 $\frac{3}{4}$	25 $\frac{1}{4}$	12	20 $\frac{1}{4}$	26 $\frac{3}{4}$	50	...
115	1 $\frac{1}{2}$	146	126 $\frac{3}{4}$	74 $\frac{3}{4}$	52 $\frac{3}{4}$	132	45	48	30 $\frac{1}{2}$	32	11 $\frac{3}{4}$	...	26 $\frac{3}{4}$	25 $\frac{1}{4}$	12	20 $\frac{1}{4}$	26 $\frac{3}{4}$	50	...
125	2 $\frac{1}{2}$	144	124 $\frac{3}{4}$	76 $\frac{1}{4}$	48 $\frac{1}{2}$	156	45	55	32 $\frac{1}{2}$	32	...	...	24	29	14	21	24	51 $\frac{3}{4}$	...
30	3	150	129 $\frac{3}{4}$	81 $\frac{3}{4}$	48	162	43	66	36	34 $\frac{1}{2}$	...	...	24	31	15 $\frac{1}{2}$	21	24	...	...
40	4	156	143 $\frac{3}{4}$	87 $\frac{3}{4}$	56	168	52	66	36	37 $\frac{1}{2}$	...	...	24	30 $\frac{1}{2}$	15 $\frac{1}{2}$	21	24	...	...
50	5	168	162	97	65	174	54	57	36	39 $\frac{3}{4}$	...	...	23	...	...	21	23	...	...
Grass Premier Truck Co., Sauk City, Wis.																			
40	1	122	101	54	47	107	46	48	31	30	...	...	26	27	18	21	26	...	10
45	1 $\frac{1}{2}$	136	108	57	51	114	45	54	31	28	...	...	26	27	12	21	18	...	12
60	1 $\frac{1}{2}$	138	108	72	36	116	45	52	31	29	...	...	26	27	18	21	26	...	14
60	1 $\frac{1}{2}$	138	96	72	24	100	45	52	31	29	...	...	26	27	18	21	26	...	14
50	2	136	108	57	51	114	45	54	31	28	...	...	26	27	12	21	26	...	10
55	2 $\frac{1}{2}$	158	120	70	50	132	43	52	31	29	...	...	26	27	12	21	18	...	15
80	2 $\frac{1}{2}$	160	120	70	50	132	43	52	31	33	...	...	26	27	18	21	26	...	20
80	2 $\frac{1}{2}$	138	94	63	31	102	43	52	31	33	...	...	26	27	18	21	26	...	20
90	3 $\frac{1}{2}$	138	94	62	31	102	49	56	35 $\frac{3}{4}$	35	...	...	28	29	20	22	28	...	25
Hahn Motor Truck Co., Inc., Hamburg, Pa.																			
B2	1	126	94	56	38	96	44	42	33	25	10	40	27	27	18	15	26	51	10
O	1 $\frac{1}{2}$	136	104	63	41	108	45	52	33	26	9	42	27	27	18	15	26	51	10
K	2	142	112	67	45	114	46	52	33	30	8	44	27	29	18	15	26	51	13
KS	2 $\frac{1}{2}$	144	112	69	43	114	46	52	33	32	8	44	27	29	18	15	26	51	13
L	3	146	118	66	52	120	46	52	33	32	8	44	27	29	18	15	26	51	20
M	4	160	126	82	44	132	50	60	37 $\frac{1}{2}$	32	7	44	27	31	18	15	26	52	20
R	5	162	126	82	44	132	50	60	37 $\frac{1}{2}$	36	8	48	27	31	18	15	26	52	23
N	6	162	126	82	44	132	50	60	37 $\frac{1}{2}$	36	8	48	27	31	18	15	26	52	23
Harvey Motor Truck Co., Harvey, Ill.																			
WFB	2 $\frac{1}{2}$	160	139	87	52	144	72	60	32	33	...	...	26	29	14	20	...	...	1
WFB	2 $\frac{1}{2}$	150	110	77	33	120	72	60	32	33	...	...	26	29	14	20	...	...	2
WFC	2 $\frac{1}{2}$	160	139	87	52	144	72	60	32	33 $\frac{1}{4}$	...	...	26 $\frac{1}{2}$	30	16	20	25	56	1
WFC	2 $\frac{1}{2}$	150	110 $\frac{1}{2}$	77	33 $\frac{1}{2}$	120	72	60	32	33 $\frac{1}{4}$	...	...	26 $\frac{1}{2}$	30	16	20	25	56	1
WHB	3 $\frac{1}{2}$	160	151 $\frac{1}{2}$	85 $\frac{3}{4}$	66	156	84	60	35	35	...	...	26	30	14	20	...	...	2
WHB	3 $\frac{1}{2}$	160	121 $\frac{1}{2}$	85 $\frac{3}{4}$	36	144	84	60	35	35	...	...	26	30	14	20	...	...	2
WTTtr.	6	125	83	52	31	...	...	...	32	33 $\frac{1}{4}$	...	...	26 $\frac{1}{2}$	30	16	20	25	56	2
Indiana Truck Corp., Marion, Ind.																			
11	1	129 $\frac{1}{2}$	93 $\frac{1}{2}$	54 $\frac{1}{2}$	39	108	46 $\frac{1}{2}$	46	34	29 $\frac{1}{2}$	...	...	30 $\frac{1}{4}$	22	14	21 $\frac{1}{4}$	14	...	...
15	1 $\frac{1}{2}$	144 $\frac{1}{2}$	114 $\frac{1}{2}$	69 $\frac{1}{2}$	45 $\frac{3}{4}$	132 $\frac{1}{2}$	46 $\frac{3}{4}$	46	34	29	...	...	30 $\frac{1}{4}$	24 $\frac{1}{2}$	14	21 $\frac{1}{4}$	14	...	...
25	2 $\frac{1}{2}$	160	144	80 $\frac{1}{2}$	63 $\frac{1}{2}$	156	45 $\frac{1}{2}$	56	33	32 $\frac{1}{2}$	10	22	30	27 $\frac{1}{2}$	18	20	30	...	...
26	2 $\frac{1}{2}$	162 $\frac{1}{2}$	138	83	55	174	45 $\frac{1}{2}$	56	33	32 $\frac{1}{2}$	10	22	30	27 $\frac{1}{2}$	18	20	30	...	...
41	4-5	170	156	96 $\frac{1}{4}$	59 $\frac{3}{4}$	168	52 $\frac{3}{4}$	60	36	40	10	24	21	29	10 $\frac{1}{2}$	21	18 $\frac{3}{4}$	...	...
51	5-7	182	164 $\frac{1}{4}$	99	65 $\frac{1}{4}$	192 $\frac{1}{4}$	57 $\frac{1}{2}$	56	37 $\frac{1}{2}$	38 $\frac{1}{2}$	...	...	30	28 $\frac{1}{2}$	18	20	28	...	...
52	5-7	182	164 $\frac{1}{4}$	99	65 $\frac{1}{4}$	192 $\frac{1}{4}$	57 $\frac{1}{2}$	56	37 $\frac{1}{2}$	38 $\frac{1}{2}$	...	...	30	28 $\frac{1}{2}$	18	20	28	...	...
International Harvester Co. of America, Chicago, Ill.																			
Special Del.	$\frac{3}{4}$	116	73 $\frac{1}{2}$	42 $\frac{1}{2}$	31 $\frac{1}{4}$	...	39 $\frac{1}{2}$	52	32	26 $\frac{3}{4}$	11	...	...	20 $\frac{3}{4}$	14	...	...	44 $\frac{3}{4}$	...
S	1	124 $\frac{1}{2}$	87 $\frac{3}{4}$	48 $\frac{1}{2}$	38 $\frac{3}{4}$	...	40	45 $\frac{1}{4}$	34	29 $\frac{1}{2}$	8 $\frac{1}{2}$	...	...	...	...	...	...	49 $\frac{1}{4}$	...
S. D. Tractor	1 $\frac{1}{2}$	111	39 $\frac{1}{4}$	...	...	...	40	52	34	26	15	...	...	29 $\frac{1}{4}$	...	...	...	49 $\frac{1}{4}$	...
SL	1 $\frac{1}{2}$	149 $\frac{1}{2}$	122 $\frac{1}{2}$	74 $\frac{1}{2}$	47 $\frac{1}{2}$	...	40	52	34	28 $\frac{3}{4}$	10	...	...	...	...	...	...	49 $\frac{1}{4}$	...
33	1 $\frac{1}{2}$	128	101 $\frac{3}{4}$	57 $\frac{1}{4}$	44 $\frac{1}{2}$	...	49	49	34	33	11 $\frac{1}{4}$	...	...	25 $\frac{1}{2}$	...	20	51 $\frac{1}{2}$	...	...
33	1 $\frac{1}{2}$	150	123 $\frac{3}{4}$	79 $\frac{1}{4}$	44 $\frac{1}{2}$	...	49 $\frac{1}{4}$	49	34	32 $\frac{1}{2}$	11 $\frac{1}{4}$	...	...	25 $\frac{1}{2}$	...	20	51 $\frac{1}{2}$	...	...
43	2	130	109	59 $\frac{1}{4}$	49 $\frac{3}{4}$	...	49 $\frac{1}{4}$	45	32 $\frac{1}{4}$	33 $\frac{3}{4}$	11	...	...	26 $\frac{1}{2}$	...	20	51 $\frac{1}{2}$	...	...
43	2	148	127	77 $\frac{1}{4}$	49 $\frac{3}{4}$	...	49 $\frac{1}{4}$	52	32 $\frac{1}{4}$	33 $\frac{3}{4}$	11	...	...	26 $\frac{1}{2}$	...	20</			

AC		One ?
AC		Gen.
AC		Freight
AC		Heavy
AC		Goliath
AB ch T		
AC ch T		
AC ch T		
AC ch T		
K		
N		
N-1		
N-1		
T		
TF		
TF		
K-33		
K-75		
K-76		
KS-25		
KS-35		
K-41		
K-42		
K-61		
KS-50		
KS-70		
O-S		
O-L		
RS		
25		
30		
40		
42A		
45		
60		
75		
90		
G		
G		
E		
E		
H		
H		
F		
F		
S4		
S4L		
6S		
6SL		
SR		
36		
46		
64		
66		
94		
96		
G-1		
11		
21		
22		
31		
45		
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51		
53		
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62		
63		
64		

Model Name or No.	Cap. in Tons	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	Max. Body Weight Recorded Lb.
International Motor Co., New York City (Mack)—continued																			
AC	6½	156	132	92	40	144	54	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
AC	6½	168	156	104	52	168	54	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
AC	6½	180	180	116	64	192	54	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
AC	7½	156	132	92	40	144	54	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
AC	7½	168	156	104	52	168	54	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
AC	7½	180	180	116	64	192	54	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
AB ch Tractor	5	122½	77	49	28	...	...	...	33¼	...	...	....	24	28	21¾	20	24	....	....
AC ch Tractor	7	128	82	64	18	...	...	...	37½	...	...	....	24	30¼	22½	18½	22½	....	....
AC ch Tractor	10	128	82	64	18	...	...	...	37½	...	...	....	24	30¼	22½	18½	22½	....	....
AC ch Tractor	13	128	82	64	18	...	...	...	37½	...	...	....	24	30¼	22½	18½	22½	....	....
AC ch Tractor	15	128	82	64	18	...	...	...	37½	...	...	....	24	30¼	22½	18½	22½	....	....
Kearns-Dughe Motors Co., Danville, Pa.																			
K	1	118	89	53	36	141	50	48	34	29	11½	25½	25½	26	12	16	25½	53	600
N	1½	136	116	72	44	134	47	53	34	31	...	...	25½	30	14	18	25½	55½	1000
N-1	2	136	120	72	48	138	51	53	34	32	...	...	25½	28	14½	18	25½	55½	1200
N-1	2	158	142	94	48	160	51	53	34	32	...	...	25½	28	15½	18	25½	55½	1200
T	3½	160	142	88	54	164	57	59½	34	39	...	...	24½	33	16	21½	24½	56½	1500
TF	3½	186	168	114	54	190	57	59½	34	39	...	...	24½	33	16	21½	24½	56½	1500
TF	5	160	142	88	54	164	57	59½	35	39	...	...	24½	33	16	21½	24½	56½	1500
TF	5	186	168	114	54	190	57	59½	35	39	...	...	24½	33	16	21½	24½	56½	1500
Kelly-Springfield Truck & Bus Corp., Springfield, O.																			
K-33	1½	150	133½	85	54½	133½	46	46	34	32¾	....	....	23¾	....	15½	22½	23¾	54½	1200
K-75	2½	154	138	85	54	138	46	46	34	33¼	....	....	23¾	....	15½	22	23	54½	1500
K-76	2½	154	138	85	54	138	46	46	34	31¾	....	....	23¾	....	15½	22	23	54½	1500
KS-25	2½	153	132	85	47	132	46	54	34	34	....	....	25	31	14½	20	23¾	....	1500
KS-35	3½	155	138	86	52	138	46	54	34	34	....	....	26	31	14½	20	23¾	....	2000
K-41	3½-5	156	144	87	57	144	50	50	36	40¼	....	....	22½	....	17½	23	22½	56½	2500
K-42	3½	156	144	87	57	144	50	50	36	40¼	....	....	22½	....	17½	23	22½	56½	2000
K-61	5-7	156	144	87	57	144	50	50	36	....	....	....	22½	....	17½	23	22½	56½	2500
KS-50	5	158	144	89	55	144	53	40½	36	37¼	....	....	22½	37½	17½	23	22½	....	2500
KS-70	7	158	144	89	55	144	57	40½	34	37¼	....	....	22½	37½	17½	23	22½	....	2500
Kenworth Motor Truck Co., Seattle, Wash.																			
O-S	1	132	108	64½	46	...	40	48	32	34	....	....	24	25	16	22	24	57	....
O-L	1	144	120	74	46	...	40	48	32	34	....	....	24	25	16	22	24	57	....
RS	5	180	156	96	60	200	43	48½	36½	42	....	....	24	31	13	22	24	57	....
King-Zeitler Co., Chicago, Ill.																			
25	1	Opt	Opt	Opt	Opt	Opt	....	....	32	....	....	....	26	32	....	21	....	....	....
30	1½	Opt	Opt	Opt	Opt	Opt	....	....	32	....	....	....	26	32	....	21	....	....	....
40	2	Opt	Opt	Opt	Opt	Opt	....	....	32	....	....	....	26	32	....	21	....	....	....
42A	2	Opt	Opt	Opt	Opt	Opt	....	....	32	....	....	....	26	32	....	21	....	....	....
45	2½	Opt	Opt	Opt	Opt	Opt	....	....	32	....	....	....	26	32	....	21	....	....	....
60	3	Opt	Opt	Opt	Opt	Opt	....	....	32	....	....	....	26	32	....	21	....	....	....
75	3½-5	Opt	Opt	Opt	Opt	Opt	....	....	36	....	....	....	26	31	....	21	....	....	....
90	5-7	Opt	Opt	Opt	Opt	Opt	....	....	36	....	....	....	26	31	....	21	....	....	....
Kissel Motor Car Co., Hartford, Wis.																			
One Ton	1	140	102	58½	43½	103	46	46	34	29	....	....	25	30¼	16¼	18½	25	....	1200
Gen. Utility	1½	152	120	70½	49½	132	72	50	34	29	....	....	29	28¾	14¾	18¾	26¼	....	1200
Freighter	2½	168	144	88	56	156	72	50	34	30¾	....	....	29	28¾	14¾	18¾	26¼	....	1500
Heavy Duty	3½	168	156	94¾	61¼	156	72	60	36	34½	....	....	29	30	14¾	18¾	26¼	....	2500
Goliath	5	168	156	94¾	61¼	180	72	60	36	34½	....	....	29	30	14¾	18¾	26¼	....	2500
Kleiber Motor Truck Co., San Francisco, Cal.																			
1 (Speed Truck)	1	140	96	....	....	108	72	46	34	26	....	....	....	....	....	....	....	....	....
1	1	158	132	....	....	144	72	46	34	26	....	....	....	....	....	....	....	....	....
1½	1½	130	114	76	38	130	47	38¾	34	26	....	....	23	28½	15	20	23	57	1200
2½	2½	163	150	100	50	166	45	47	34	34	....	....	23½	27½	15	23	24	56	1500
3½	3½	170	156	102	54	172	51	47	38	36	....	....	24	27	15	23	24	56	2000
Lange Motor Truck Co., Pittsburgh, Pa.																			
G	1½	145	116	75	41	126	46	51	33	29½	....	....	24½	27	15¾	20½	24½	....	....
G	1½	159	140	89	51	150	46	51	33	29½	....	....	24½	27	15¾	20½	24½	....	....
E	2½	138½	118	74	44	126	46	57	33	32¾	....	....	24½	27	15¾	20½	24½	....	....
E	2½	149½	139	85	54	150	46	57	33	32¾	....	....	24½	27	15¾	20½	24½	....	....
E	2½	164½	154	100	54	168	46	57	33	34	....	....	24½	27	15¾	20½	24½	....	....
H	3	145	118	74	44	126	46	57	33	34	....	....	24½	27	15¾	20½	24½	....	....
H	3	156	129	85	54	150	46	57	33	34	....	....	24½	27	15¾	20½	24½	....	....
H	3	171	154	100	54	168	46	57	33	34	....	....	24½	27	15¾	20½	24½	....	....
F	3½	148	139	84	55	150	46	63	37	34½	....	....	24½	27	15¾	20½	24½	....	....
F	3½	168	159	104	55	174	46	63	37	34½	....	....	24½	27	15¾	20½	24½	....	....
The Lehigh Company, Allentown, Pa.																			
S4	2	146	113	78½	34½	132	..	50	34	26½	....	....	25	29	15	20	25	....	1100
S4L	2	170	141	102	39	150	..	50	34	26½	....	....	25	29	15	20	25	....	1400
6S	2	146	113	78½	34½	132	..	50	34	26½	....	....	25	29	15	20	25	....	1100
6SL	2	170	141	102	39	150	..	50	34	26½	....	....	25	29	15	20	25	....	1400
SR	2	105	51	44	7	84	..	50	34	29	....	....	25	29	15	20	25	....	1400
Maccar Truck Co., Scranton, Pa.																			
36	1½	140	107½	68¾	38¾	108	48	50	32	25¾	....	....	19	26¼	12	21	16	....	1000
46	2	150	132	82	50	144	48	50	32	30¼	....	....	18	25½	12	15	13	....	1500
64	3	166	152¼	94¾	57½	162	48	60	33	33¾	....	....	24	29	15	22½	22½	....	2500
66	3	166	152¼	94¾	57½	162	48	60	33	33¾	....	....	24	29	15	22½	22½	....	2500
94	4-5	171	156	99¾	56¼	168	48	60	34	34¾	....	....	24	29	15	22½	22½	....	3000
96	4-5	171	156	99¾	56¼	168	48	60	34	34¾	....	....	24	29	15	22½	22½	....	3000
G-1	5	186	163¾	99¾	64	174	53	48	37½	38	....	....	26¾	30	16½	20	26¾	....	4000
Master Motors Truck Mfg. Co., Chicago, Ill																			
11	1½	132	104¾	62¾	42¼	...	51	47	34	29	....	....	25	....	....	....	....	....	....
21	1½	142	115¾	71¾	44¾	...	52½	45¼	34	30¾	....	....	....	26½	14¼	....	....	....	....
22	1½	160	133¾	89¾	44¾	...	52½	45¼	34	30¾	....	....	....	26½	14¼				

Model Name or No.	Cap. in Tons	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	Max. Body Weight Rec'd. Lbs.
Menominee Motor Truck Co., Clintonville, Wis.																			
Hurryton	1	132	102%	55%	47%	108	46	42	33	30 1/2	....	....	20 1/2	30	....	23	....	....	800
H	1 1/2	144	124	79	45	136	47	42	32	34	....	....	25 1/2	34	17	19 1/2	23 1/2	....	1000
D	2 1/2	144	131 1/2	77 1/2	54 1/2	144	47	42	32	34 1/2	....	....	25 1/2	34	17	19 1/2	23 1/2	....	1200
G	3 1/2	160	148 1/2	88 1/2	60 1/2	160	52	48	34	34	....	....	28	33 1/2	17	19 1/2	28	....	1400
13	5	160	....	91	58 1/2	160	53	48	36	37 1/2	....	....	28	33 1/2	17	19 1/2	28	....	1800
Minneapolis Steel & Machinery Co., Minneapolis, Minn. (Twin City).																			
B.W. Std.	2 1/2	163 1/2	132 1/2	84 1/2	48	177 1/2	45	46	33	33	....	....	25	29 1/2	15 1/2	20	25	....	....
B.W. Dump	2 1/2	151 1/2	104 1/2	72 1/2	32	108	60	46	33	35	....	....	25	29 1/2	15 1/2	20	25	....	....
B.W. Lumber	2 1/2	187 1/2	156 1/2	108 1/2	48	....	....	46	33	33	....	....	25	29 1/2	15 1/2	20	25	....	....
A.W. Std.	3 1/2	168	156	96 1/2	59 1/2	201	48	51	36	35	....	....	25	29	15 1/2	20	25	....	....
A.W. Dump	3 1/2	156	117 1/2	84 1/2	32 1/2	120	72	51	36	35	....	....	25	29	15 1/2	20	25	....	....
Moreland Motor Truck Co., Burbank, Calif.																			
E-3	2 1/2	162	156	91 1/2	64 1/2	....	51 1/2	50 1/2	34	34 1/2	....	....	....	31 1/2	....	....	30	....	1200
A-X	3 1/2	174	168	101 1/2	66 1/2	168	49 1/2	50 1/2	34	34 1/2	....	....	....	31 1/2	....	....	30	....	1500
SX	6	168	156	91 1/2	64 1/2	....	....	53 1/2	....	35	....	....	....	....	....	....	....	....	....
TX	10	168	156	91 1/2	64 1/2	....	....	53 1/2	..	37	....	....	....	....	....	....	....	....	....
Nash Motors Co., Kenosha, Wis.																			
2018	1	130	104 1/2	....	..	....	..	45	36	30	....	....	....	26 1/2	15 1/2	19 1/2	24	....	....
3018	2	144	118 1/2	....	..	....	..	45	33 1/2	30 1/2	9 1/2	....	....	26 1/2	15 1/2	19 1/2	24	....	....
3018	2	168	142 1/2	....	..	....	..	45	33 1/2	30 1/2	....	....	....	26 1/2	15 1/2	19 1/2	24	....	....
4017	2	124	117 1/2	....	..	....	..	45 1/2	38 1/2	35 1/2	....	....	....	27 1/2	....	18 1/2	....	....	....
5018	2 1/2	121	76 1/2	....	..	....	..	45	33 1/2	28	11 1/2	....	....	24	26 1/2	15 1/2	19 1/2	24	....
National Steel Car Corp. Ltd., Hamilton, Ont., Canada.																			
10	1 1/2	153	126 1/2	79 1/2	47	126	66	..	34	32	....	....	26	30	17	20	26	....	....
20	2	157	132 1/2	83 1/2	49	132	72	..	34	32	....	....	26	30	17	20	26	....	....
21	2	168	150 1/2	94 1/2	56	150	72	..	34	32	....	....	26	30	17	20	26	....	....
23	2 1/2	178	168 1/2	104 1/2	64	168	84	..	34	32	....	....	26	30	17	20	26	....	....
40 & 50	3	169	150 1/2	94 1/2	56	150	72	..	34	32	....	....	24 1/2	33 1/2	18	20	24 1/2	....	....
41 & 51	3	179	168 1/2	104 1/2	64	168	84	..	34	32	....	....	24 1/2	33 1/2	18	20	24 1/2	....	....
Nelson-Le Moon Truck Co., Chicago, Ill. (Le Moon)																			
GP1	1	Opt.	Opt.	Opt.	Opt.	Opt.	Opt.	Opt.	34	30	....	....	....	32 1/2	....	....	....	....	....
GP1 1/2	1 1/2	Opt.	Opt.	Opt.	Opt.	Opt.	Opt.	Opt.	34	29 1/2	....	....	....	32 1/2	....	....	....	....	....
GP2	2	Opt.	Opt.	Opt.	Opt.	Opt.	Opt.	Opt.	34	29	....	....	....	32 1/2	....	....	....	....	....
GP3	2 1/2	Opt.	Opt.	Opt.	Opt.	Opt.	Opt.	Opt.	34	31 1/2	....	....	....	31 1/2	....	....	....	....	....
GP4	3 1/2	Opt.	Opt.	Opt.	Opt.	Opt.	Opt.	Opt.	37	31 1/2	....	....	....	32	....	....	....	....	....
GP5	5	Opt.	Opt.	Opt.	Opt.	Opt.	Opt.	Opt.	37	34	....	....	....	32 3/4	....	....	....	....	....
New England Truck Co., Fitchburg, Mass. (Netco)																			
A	1 1/2	144	104	70	24	116	84	56	34 1/2	34	....	....	22	22	15	18	....	34	1250
A	1 1/2	154	114	80	34	126	84	56	34 1/2	34	....	....	22	22	15	18	....	34	1350
AB	2	156	114	80	34	126	84	56	34 1/2	34	....	....	22	22	15	18	....	34	1400
B	2 1/2	156	114	80	34	126	84	56	34 1/2	34	....	....	22	22	15	18	....	34	1800
B	2 1/2	169	139	93	46	144	84	56	34 1/2	34	....	....	22	22	15	18	....	34	1800
C	3	169	139	93	46	144	84	60	34 1/2	34	....	....	22	22	15	24	....	34	1800
J	4	155	134	72	62	144	84	64	34	34 1/2	....	....	24	22	15	24	....	34	2000
J	4	175	154	92	62	168	84	64	34	34 1/2	....	....	24	22	15	24	....	34	2000
J	4	190	169	117	52	192	84	64	34	35	....	....	24	22	15	24	....	34	2200
Noble Motor Truck Co., Kendallville, Ind.																			
A76	1 1/2	143	111	70 1/2	30 3/4	124	46	48	34	27 1/2	10	24	27	26 3/4	14	21	27	54	1000
A21	1 1/2	144	112	72 3/4	39 3/4	120	46	48	34	27 1/2	10	24	27	26 3/4	14	21	27	54	1200
B31	2	162	138	80	46 5/8	132	46	54	34	30 3/4	10	24	27	30 1/2	16	21	27	54	1500
D51	2 1/2	162	138 3/4	86 1/4	52 1/2	144	44	54	34	31 1/2	10	24	27	30 1/2	16	21	27	54	1500
E71	3 1/2	163	158 1/2	98 1/2	60	168	48	54	36	34	10	24	27	30 1/2	16	21	27	54	2000
Oshkosh Motor Truck Mfg. Co., Oshkosh, Wis.																			
AW	2	130	108 1/2	75 1/2	33	120	96	45	34	33	....	....	23 1/2	33 1/2	12	21	24	....	1500
AAW	2	165	143 1/2	110 1/2	33	144	96	45	34	33	....	....	23 1/2	33 1/2	12	21	24	....	1500
BO	2 1/2	146	116 1/2	85 1/2	31	120	96	45	34	33	....	....	24 1/2	33 1/2	12	20	23	....	1500
BBO	2 1/2	165	143 1/2	104 1/2	39	144	96	45	34	39 1/2	....	....	24 1/2	33 1/2	12	20	23	....	1500
MM	2 1/2	170	156	98	58	156	72	96	34	36 1/2	....	....	24 1/2	33 1/2	12	21 1/2	24 1/2	....	1500
M	2 1/2	146	140	82	58	140	72	96	34	36	....	....	24 1/2	33 1/2	12	21 1/2	24 1/2	....	1500
HH	3	165	135 1/2	104 1/2	31	136	72	96	34	40	....	....	24 1/2	33 1/2	12	21 1/2	24 1/2	....	2000
H	3	146	116 1/2	85 1/2	31	120	72	96	34	39	....	....	24 1/2	33 1/2	12	21 1/2	24 1/2	....	2000
F	5	146	106 1/2	74 1/2	32	120	96	45	35	37 1/2	....	....	24 1/2	28	12	20	23	....	2400
Patriot Mfg. Co., Havelock, Neb.																			
17R	1 1/2	129	93	55	37	108	52	52	33 1/2	28 1/2	....	....	25	29 1/2	17 1/2	20 1/4	25 1/4	....	....
30	1 1/2	144	119	72	48	120	52	52	34	28 1/2	....	....	25	31 1/2	17 1/2	20 1/4	25 1/4	....	....
35	2	144	119	72	48	132	52	52	34	28 1/2	....	....	25	31 1/2	17 1/2	20 1/4	25 1/4	....	....
50	2 1/2	156	137 1/2	83 1/2	59 1/2	156	52	52	34	31	....	....	25	32	17 1/2	20 1/4	25 1/4	....	....
55	3	156	134	80	59 1/2	156	52	52	34	31	....	....	25	32	17 1/2	20 1/4	25 1/4	....	....
Pierce Arrow Motor Car Co., Buffalo, N. Y.																			
XA	2	150	125 7/8	70 1/8	54 1/2	....	..	45 1/2	34 1/2	31 1/2	....	....	18 1/2	....	17 1/2	23 1/2	18 1/2	....	....
XE	3	150	125 7/8	70 1/8	54 1/2	....	..	45 1/2	34 1/2	31 1/2	....	....	18 1/2	....	17 1/2	23 1/2	18 1/2	....	....
WC	4	162	133 1/2	78 1/2	54 1/2	....	..	54	38 1/2	32 1/2	....	....	18 1/2	....	17 1/2	23 1/2	18 1/2	....	....
RD	5	162	139 1/4	78 3/4	60 1/2	....	..	54	38 1/2	33 1/2	....	....	23 1/4	....	17 1/2	23 1/2	23 1/2	....	....
RD	5 1/2	180	157 1/4	96 3/4	60 1/2	....	..	54	38 1/2	33 1/2	....	....	23 1/4	....	17 1/2	23 1/2	23 1/2	....	....
RD	6	198	175 1/4	114 3/4	60 1/2	....	..	54	38 1/2	33 1/2	....	....	23 1/4	....	17 1/2	23 1/2	23 1/2	....	....
RF	7 1/2	168	139 3/4	84 1/2	54 1/2	....	..	54	38 1/2	35 1/2	....	....	18 1/2	....	17 1/2	23 1/2	18 1/2	....	....
Arthur Rehberger & Son, Newark, N. J.																			
A	2	162	133 3/4	81 3/4	52	138	48	54	32 3/4	30	....	....	27	31	16	20	27	....	....
B	3	162	146 1/4	90	56 1/4	150	44	54	33	32	....	....	27	31	16	20	27	....	....
C	4	174	157 1/2	102															

Model Name or No.	Cap. in Tons	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	Max. Body Weigh. in Tons
Republic Motor Truck Co., Inc., Alma, Mich.																			
75	1 1/4	123 3/4	94 1/4	53 3/4	41 1/2	96	....	60	31	28 1/4	12 7/8	22 7/8	23 3/4	27 1/2	12	22 1/4	20 3/4	....	700
76	1 1/4	123 3/4	94 1/4	53 3/4	41 1/2	96	....	60	31 1/4	28 1/4	....	....	23 3/4	27 1/2	12	22 1/4	20 3/4	....	700
77	1 1/4	150 1/4	121 1/4	79 1/4	42	132	....	60	31 1/4	28 1/4	....	....	23 3/4	27 1/2	12	22 1/4	20 3/4	....	700
10F	1 1/2	146	118 3/4	75 1/2	43 1/4	120	....	60	31 1/4	28	12 7/8	22 7/8	23 3/4	27 1/2	12	22 1/4	20 3/4	....	1050
10FA	1 1/2	158 3/4	121 1/4	88 1/4	33 3/4	132	....	60	31 1/4	28	....	....	23 3/4	27 1/2	12	22 1/4	20 3/4	....	1050
85B	1 1/2	126 1/2	....	56	39	....	....	60	31 1/4	28	....	....	23 3/4	27 1/2	12	22 1/4	20 3/4	....	1050
85RB	1 1/2	110	53 3/4	39 1/4	14 1/2	....	....	60	31 1/4	28	....	....	23 3/4	27 1/2	12	22 1/4	20 3/4	....	1050
15-15W	2	153	128 1/4	82 3/4	45 3/4	132	....	60	32	31	....	....	23 3/4	28 1/2	12	22 1/4	20 3/4	....	1600
15A-15WA	2	173	148 1/4	102 3/4	45 3/4	156	....	60	32	31	....	....	23 3/4	28 1/2	12	22 1/4	20 3/4	....	1600
25	3	165	133 1/4	88 3/4	44 1/4	144	....	60	32	31 3/4	....	....	23 3/4	29 1/2	12	22 1/4	20 3/4	....	2000
25A	3	185	153 1/4	108 3/4	44 1/4	168	....	60	32	31 3/4	....	....	23 3/4	29 1/2	12	22 1/4	20 3/4	....	2000
25B	3	154	113 3/4	77 3/4	35 1/2	144	....	60	32	31 3/4	....	....	23 3/4	29 1/2	12	22 1/4	20 3/4	....	2000
25W	3	165	133 1/4	88 3/4	44 1/4	144	....	60	32	31 3/4	....	....	23 3/4	29 1/2	12	22 1/4	20 3/4	....	2000
25WA	3	185	153 1/4	108 3/4	44 1/4	168	....	60	32	31 3/4	....	....	23 3/4	29 1/2	12	22 1/4	20 3/4	....	2000
25WRB	3	124 1/2	82 3/4	48 1/4	34 3/4	....	....	60	32	31 3/4	....	....	23 3/4	29 1/2	12	22 1/4	20 3/4	....	2000
25-6*	3	201 1/4	183	117 3/4	65 1/4	192	....	60	36	37	....	....	23 3/4	29	12	22 1/4	20 3/4	....	2000
30	4 1/2	170	140 3/4	91 1/2	54 1/4	144	....	60	32	26 1/2	....	....	23 3/4	29 1/4	12	22 1/4	20 3/4	....	2450
30A	4 1/2	190	165 3/4	111 1/2	54 1/4	168	....	60	36	36	....	....	23 3/4	29	12	22 1/4	20 3/4	....	2450
30B	4 1/2	157 1/2	118 3/4	79 3/4	39 3/4	....	....	60	36	36	....	....	23 3/4	29	12	22 1/4	20 3/4	....	2450
30W	4 1/2	168 1/2	145 3/4	90	55 3/4	144	....	60	36	36	....	....	23 3/4	29	12	22 1/4	20 3/4	....	2450
30WA	4 1/2	188 1/2	165 3/4	110	55 3/4	168	....	60	36	36	....	....	23 3/4	29	12	22 1/4	20 3/4	....	2450
30WB	4 1/2	156	118 3/4	77 3/4	41	....	....	60	36	36	....	....	23 3/4	29	12	22 1/4	20 3/4	....	2450
35	5	170	145 3/4	91 1/2	54 1/4	144	....	60	36	36	....	....	23 3/4	29	12	22 1/4	20 3/4	....	2500
35A	5	190	165 3/4	111 1/2	54 1/4	168	....	60	36	37	....	....	23 3/4	29	12	22 1/4	20 3/4	....	2500
35B	5	157 1/2	118 3/4	79 3/4	39 3/4	....	....	60	36	37	....	....	23 3/4	29	12	22 1/4	20 3/4	....	2500
* Denotes Frame Kick Up over Rear Axle.																			
Ruggles Motor Truck Co., Saginaw, Mich.																			
16	1	122	85	54 1/2	30 1/2	96	45 1/2	44 1/2	38 1/2	....	11 1/2	21	....	26 1/4	....	19	....	....	800
20R	1 1/4	128	96 3/4	55 3/4	41 1/4	108	46	45 1/2	34	....	11 1/2	23	24	27	....	19 1/2	24	....	900
22	1 1/4	148	134 1/4	75 1/2	58 3/4	132	46	45 1/2	34	....	11 1/2	23	24	27	....	19 1/2	24	....	1000
41	2	148	134 1/4	75 1/2	58 3/4	132	46	45 1/2	34	....	11	....	24	27	....	19 1/2	24	....	1200
40H	2 1/2	148	134 1/4	75 1/2	58 3/4	132	46	45 1/2	34	....	11	....	24	27	....	19 1/2	24	....	1350
Sanford Motor Truck Co., Syracuse, N. Y.																			
W-6-12	1 1/4	150	120	67	52 1/2	120	46	56	32	29	8 3/4	24	16	26 3/4	7 1/2	22 3/4	13	50	....
W-6-15	1 1/2	162	122	84	43	132	46	50	32	31	8 3/4	....	25	31 3/4	17	21	23	54	....
W-6-20	2 1/2	187	162	99 1/2	62 1/2	162	42 1/2	56	32	30 1/2	8 3/4	24	16	26 3/4	7 1/2	22 3/4	13	50	....
W-4-25	2 1/2	175	162	93	69	162	45	50	35	33 1/2	7	....	25	33 1/4	17	21	23	54	....
W-4-35	3 1/2	176	162	99	62	162	53	60	35	36 1/2	9	....	25	31 1/2	16	20	23	56	....
W-4-50	5	176	162	99	62	162	53	60	35	39	7 1/2	....	25	31 1/2	16	20	23	56	....
Adolph Saurer, Inc., New York, N. Y.																			
5AD	6 1/2	187	180	114	66	186	49	63	33 1/2	33	12	28	18	30	20	18	14	60	4000
5AD	6 1/2	197	180	124	56	210	49	63	33 1/2	33	12	28	18	30	20	18	14	60	4000
5AD	6 1/2	169	132	96 1/2	35 1/2	144	49	63	33 1/2	33	12	28	18	30	20	18	14	60	4000
5AD	6 1/2	177	142	104	36	162	49	63	33 1/2	33	12	28	18	30	20	18	14	60	4000
Tractor	15	141	104	68	36	108	49	63	33 1/2	33	12	28	18	30	20	18	14	60	....
G. A. Schacht Motor Truck Co., Cincinnati, O.																			
H	1 1/2	158	143	84 1/2	58 1/2	144	45	54 1/2	31 1/2	29 1/2	....	....	24 3/4	24 1/4	11 1/4	21 1/2	24 3/4	....	1500
LM	....	156	139 3/4	80 1/2	58 1/4	144	45	54 1/2	35 3/4	32 1/2	....	....	24 3/4	27	17	20 1/2	23 1/2	....	1500
M	....	168	151 3/4	91 1/4	60 1/4	156	50	60	35 3/4	34 1/2	....	....	24 3/4	27	17	20 1/2	23 1/2	....	1500
Service Motors, Inc., Wabash, Ind.																			
25H	1	146	122 1/2	76 3/4	45 3/4	126	46	52	34	30	....	....	24 1/4	32 1/4	16 3/4	21	24 1/4	....	2500
34	1 1/2	151 1/4	121	82 1/4	38 3/4	120	46	32	34	29 3/4	....	....	24 1/4	34 3/4	16 3/4	21	24 1/4	....	2500
61	2 1/2	164 1/2	127 3/4	92 1/4	35 1/2	144	46	52	34	31 1/2	....	....	24 1/4	....	16 3/4	21	24 1/4	....	2480
81	3 1/2	173	144	100 1/4	43 3/4	156	48	52	38	34	....	....	24 1/4	29 1/2	16 3/4	21	24 1/4	....	3140
103	5	173 1/2	144	100 3/4	43 1/4	156	50	52	38	37 3/8	....	....	24 1/4	29 1/2	16 3/4	21	24 1/4	....	4600
Sterling Motor Truck Co., Milwaukee, Wis.																			
DW8	1	142	120	70	50	132	65 1/4	....	33 1/2	30 3/8	....	....	25 3/4	34 1/2	....	....	....	....	....
DW10	1 1/2	142	120	70	50	132	72 3/8	48 1/4	34	31	....	....	25 3/4	34 1/2	24	21	24 1/2	56 1/2	....
DW12	2	142	120	70	50	132	72 3/8	48 1/4	34	31	....	....	25 3/4	34 1/2	24	21	24 1/2	56 1/2	....
DW14	2 1/2	130	89	58	31	96	75 1/4	48 1/2	34	32 1/2	....	....	25 3/4	34 1/2	24	21	24 1/2	56 1/2	....
DW18	3	160	149	88	61	150	75 1/4	48 1/2	34	34 1/4	....	....	25 3/4	34 1/2	24	21	24 1/2	56 1/2	....
EW20	3 1/2	174	158	97	61	174	89 1/2	58 1/2	38	37 1/4	....	....	25 3/4	34 1/2	26 3/4	21	24 1/2	57 1/2	....
EW20T	3 1/2	148	110 1/4	71	39 3/4	....	89 1/2	58 1/2	38	35 1/2	....	....	25 3/4	34 1/2	26 3/4	21	24 1/2	57 1/2	....
EW23	4	192	182	115	67	204	89 1/2	58 1/2	38	35	....	....	25 3/4	34 1/2	26 3/4	21	24 1/2	57 1/2	....
EC23	4	174	158	97	61	174	89 1/2	58 1/2	38	36	....	....	25 3/4	34 1/2	26 3/4	21	24 1/2	57 1/2	....
EWS25	5	174	158	97	61	174	89 1/2	58 1/2	38	36 3/4	....	....	25 3/4	34 1/2	26 3/4	21	24 1/2	57 1/2	....
EC26	5	174	158	97	61	174	89 1/2	58 1/2	38	37	....	....	25 3/4	34 1/2	26 3/4	21	24 1/2	57 1/2	....
EW27	6	174	158	97	61	174	89 1/2	58 1/2	38	37 3/4	....	....	25 3/4	34 1/2	26 3/4	21	24 1/2	57 1/2	....
EC29	6	174	158	97	61	174	89 1/2	58 1/2	38	36 3/8	....	....	25 3/4	34 1/2	26 3/4	21	24 1/2	57 1/2	....
Stewart Motor Corp., Buffalo, N. Y.																			
Buddy	3 1/4	118	79 3/4	42 1/4	37 3/8	84	47	49	32	26	13	24	20 1/2	24 3/4	8	18 1/2	20 1/2	52	600
16 & 16X	1	130	89 3/4	51 3/8	37 3/4	98	47	51	32	28	13	24	20 1/2	24 3/4	8	18 1/2	20 1/2	52	750
17 & 17X	1-2	145	109 3/4	66 3/4	43	120	46	51	32	31 1/4	11 1/4	24	20 1/2	25 1/4	8	18 1/2	20 1/2	52	1000
18	1 1/2-2	160	124 3/4	81 3/4	43	138	46	51	32 1/4	31 1/4	11 1/2	24	20 1/2	25 1/4	8	18 1/2	20 1/2	52	1100
19	2	160	124 3/4	81 3/4	43	138	46	51	32 1/4	31 1/4	11 1/2	24	20 1/2	25 1/4	8	18 1/2	20 1/2	52	1000
10X	2 1/2	165	130 3/4	81 1/2	48 3/4	144	44	51	32	35	13	24	20 1/2	30 3/4	15 1/2	18 3/4	20 1/2	58	1300
10X	3 1/2	165	138	78 1/4	59 3/4	156	52	58	32	40 1/2	13 1/4	28	22 1/4	30 3/4	15 1/2	18 3/4	22 1/4	59	1500
10X	3 1/2	185																	

Model Name or No.	Cap. in Tons	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	Max. Body Weight Registered
United Motors Products Co., Grand Rapids, Mich. (United)																			
16	3/4	122	92 1/4	52 1/4	39 1/2	...	45	...	33	...	12 3/4	22	...	28	...	...	...	...	...
20	1	130	95 1/4	52 1/2	43 1/8	...	45	...	32	...	12 3/4	22	...	...	...	...	...	...	...
20	1	150	115 1/4	72 1/2	43 1/8	...	45	...	32	...	12 3/4	22	...	...	...	...	...	...	...
30	1 1/2	148	115 1/4	75 1/4	40	...	45	...	33	...	12 3/4	21	...	28	...	...	...	...	...
32	2	148	115 1/4	75 1/4	40	...	45	...	33	...	12 3/4	21	...	28	...	...	...	...	...
40	2 1/2	163	131	83	48	...	...	...	33	23	...	...	...	...	...	...	...	...	...
40	2 1/2	183	151	103	48	...	...	...	33	23	...	...	...	...	...	...	...	...	...
50	2 1/2	156	132 1/2	80 1/2	52	...	...	...	33	...	...	...	...	28	...	...	...	...	...
50	2 1/2	176	152 1/2	100 1/2	52	...	...	...	33	...	...	...	...	28	...	...	...	...	...
100	5	151	143 1/4	81 1/4	62 1/4	...	...	...	34	...	...	...	...	28	...	...	...	...	...
100	5	171	163 1/4	101 1/4	62 1/4	...	...	...	34	...	...	...	...	28	...	...	...	...	...
United States Motor Truck Co., Cincinnati, O. (U. S.)																			
U	1 1/4	138	108	70	38	114	46	44	32	28 1/2	...	...	25 1/2	27 3/4	...	20	25 1/2	...	900
N	1 1/4	144	120	82	38	126	46	52 1/2	34	30	...	...	24 1/2	31	14 1/2	19	24 1/2	...	1050
N	1 1/4	162	168	100	68	174	46	52 1/2	34	30	...	...	24 1/2	31	14 1/2	19	24 1/2	...	1050
NW	2	117	89	53	36	96	48	52 1/2	34	31 1/2	...	...	24 1/2	31	14 1/2	19	24 1/2	...	1200
NW	2	145	124	81	43	130	48	52 1/2	34	31 1/2	...	...	24 1/2	31	14 1/2	19	24 1/2	...	1200
NW	2	163	166	99	67	172	48	52 1/2	34	31 1/2	...	...	24 1/2	31	14 1/2	19	24 1/2	...	1450
R	3	144	118	80	38	124	48	52 1/2	34	33	...	...	24 1/2	32	14 1/2	19	24 1/2	...	1450
R	3	156	142	92	50	148	48	52 1/2	34	33	...	...	24 1/2	32	14 1/2	19	24 1/2	...	1450
R	3	172	166	108	58	172	48	52 1/2	34	33	...	...	24 1/2	32	14 1/2	19	24 1/2	...	1450
S	4	150	124	84	40	130	54	52 1/2	36	34	...	...	24 1/2	32	14 1/2	19	24 1/2	...	1700
S	4	168	154	102	52	160	54	52 1/2	36	34	...	...	24 1/2	32	14 1/2	19	24 1/2	...	1700
S	4	178	178	112	66	184	54	52 1/2	36	34	...	...	24 1/2	32	14 1/2	19	24 1/2	...	1700
S	5	150 1/2	124	84 1/2	39 1/2	130	54	52 1/2	36 1/4	34	...	...	24 1/2	32	14 1/2	19	24 1/2	...	1800
S	5	168 1/4	154	102 1/4	51 1/4	160	54	52 1/2	36 1/4	34	...	...	24 1/2	32	14 1/2	19	24 1/2	...	1800
S	5	178 1/2	178	112 1/2	65 1/2	184	54	52 1/2	36 1/4	34	...	...	24 1/2	32	14 1/2	19	24 1/2	...	1800
T	7	162	136	91	45	138	56	52 1/2	36	39	...	...	24 1/2	33	14 1/2	19	24 1/2	...	1900
T	7	172	166	101	65	172	56	52 1/2	36	39	...	...	24 1/2	33	14 1/2	19	24 1/2	...	1900
T	7	186	190	115	75	196	56	52 1/2	36	39	...	...	24 1/2	33	14 1/2	19	24 1/2	...	1900
Wachusett Motors Inc., Fitchburg, Mass.																			
K	2	154	145	79	66	150	78	56	33	32	...	...	24	30	17	22	24	55	1400
L	2 1/2	170	144	93	51	156	84	56	33	34	...	...	24	30	17	22	24	55	1600
The White Company, Cleveland, Ohio.																			
15	3/4	133 1/2	85 1/2	58	27 1/2	91 1/2	44 3/4	43 3/4	34	30 1/2	12	...	26 1/2	26 1/2	14	18 1/2	26 1/2	...	900
15	3/4	121 1/2	85 1/2	46	39 1/2	85 1/2	44 3/4	43 3/4	34	30 1/2	12	...	26 1/2	26 1/2	14	18 1/2	26 1/2	...	900
15-45	3/4	143 1/2	85 1/2	57 7/8	27 1/2	91 1/2	44 3/4	43 3/4	34	28 3/4	12	...	26 1/2	28 3/4	14	18 1/2	26 1/2	...	900
20	2	145 1/2	107 1/2	70	37 1/2	109 1/2	44 3/4	43 3/4	34	32	12	...	26 1/2	28 1/2	14	18 1/2	26 1/2	...	1000
20	2	168	146	92 1/2	53 1/2	147	44 3/4	43 3/4	34	31	12	...	26 1/2	28 1/2	14	18 1/2	26 1/2	...	1000
20D	2 1/2	145 1/2	98	70	28	108	48	43 3/4	34	...	12	...	26 1/2	28 1/2	14	18 1/2	26 1/2	...	1470
51	2 1/2	170	146	84 1/2	61 1/4	140	42	43 3/4	34	32	12	...	26 1/2	28 1/2	14	18 1/2	26 1/2	...	1600
40	3 1/2	174	164	106 1/2	57 1/2	180	44	52	42 1/2	34	12	...	26	27	14 1/2	19	26	...	2000
45	5	174	164	106 1/2	57 1/2	180	44	52	42 1/2	34 1/2	12	...	26	27	14 1/2	19	26	...	2000
52D	...	156	124 1/4	89 1/8	35 3/4	144	72	52	42 1/2	35	...	...	26	27	12 1/2	18	26	...	2500
Willys-Overland Co., Toledo, O. (Overland)																			
SPAD	1/2	100	31 1/4	29	27	114	46 1/8	42 1/2	26	24 1/8	13 1/8	17 1/8	25 1/4	26	13	19 3/4	25 3/8	...	600
Witt Will Co. Inc., Washington, D. C.																			
N	1 1/2	120	100	56 1/2	43 1/2	100	58	52	32	34	...	...	16	27	16	19	16	...	1600
S	3	144	139	80 1/2	58 1/2	139	58	52	32	34	...	...	16	27	16	19	16	...	1800
A	3 1/2-5	172	151	101	50	151	69 1/2	60	38	39	...	...	27 1/4	40	19	18	27 1/4	...	2000
Yellow Cab Mfg. Co., Chicago, Ill.																			
T3	3/4	109	52	88	14	84	48 1/4	43	42 3/8	26	11 3/8	19	28	26 3/4	12	16 1/2	26 1/2	51	...
T1	1	130	88	55	33	108	44	44	34 1/2	28	11	22 1/2	24	28 1/2	15	22	24	54	...
Electric Trucks																			
Autocar Company, Ardmore, Pa.																			
E1F	1	107	107 3/4	84 1/4	23 1/2	120	46	44 1/8	34	31	...	...	24 3/4	32 1/4	17 1/4	19 1/2	24 3/4	...	...
E2D	2	120	153	97 1/4	55 3/4	144	46	44 1/8	34	31	...	...	24 3/4	32 1/4	17 1/4	19 1/2	24 3/4	...	...
E3H	3	131	176	112 3/8	63 1/2	168	46	44 1/8	34	35 1/2	...	...	24 3/4	32 1/4	17 1/4	19 1/2	24 3/4	...	...
E4Y	4	138	193 1/8	116 3/8	76 3/4	192	45	44 1/8	34 1/8	35	...	...	24 3/4	35 1/2	17 1/4	19 1/2	23 3/4	...	...
E5M	5	138	193 1/8	116 3/8	76 3/4	192	45	44 1/8	34 1/8	36	...	...	24 3/4	35 1/2	17 1/4	19 1/2	24 3/4	...	...
Commercial Truck Co., Philadelphia, Pa.																			
H1	1/2	108	81	43 1/2	37 1/2	84	48 1/4	...	35 1/2	33 1/4	...	...	...	28 1/2	...	...	...	...	800
F1-5	3/4	94	86	60 1/2	25 1/2	96	48 1/4	46	35 1/2	32 3/4	...	...	24 1/2	29 3/4	15 3/8	21 1/8	24 1/2	...	1000
H1.5	3/4	116	87	51 1/2	35 1/2	96	48 1/4	...	35 1/2	33	...	...	...	28 1/2	...	...	...	...	1000
F2	1	96	113 1/8	73 5/8	39 1/2	120	47 1/4	46	35 1/2	32 1/2	...	...	24 1/2	29 3/4	15 3/8	21 1/8	24 1/2	...	1200
H2	1	124	99	59 1/2	39 1/2	108	47 1/4	...	35 1/2	33	...	...	...	28 1/2	...	...	...	...	1200
F4	2	116	132 5/8	94 5/8	38	150	52 1/2	46	39	35 1/4	...	...	24 1/2	28 1/2	15 3/8	21 1/8	24 1/2	...	1500
F6	3	127 1/2	153 1/8	106 1/8	47	156	50 1/2	46	39	35	...	...	24 1/2	28 1/2	15 3/8	21 1/8	24 1/2	...	1800
F7	3 1/2	136	165	111 1/8	53 1/8	168	52 1/2	46	33 1/2	36 1/2	...	...	24 1/2	29 1/2	15 3/8	21 1/8	24 1/2	...	2000
A7	3 1/2	122	150 1/8	111 1/8	39	156	52 1/2	46	33 1/2	38 1/8	...	...	24 1/2	30	15 3/8	21 1/8	24 1/2	...	2000
F10	5	152	188	127 7/8	60 1/4	192	50 1/2	46	33 1/2	37	...	...	24 1/2	29 1/2	15 3/8	21 1/8	24 1/2	...	2500
A10	5	132	168 3/8	126 7/8	41 1/2	172	50 1/2	46	33 1/2	38 5/8	...	...	24 1/2	30	15 3/8	21 1/8	24 1/2	...	2500
F14	...	152	188	127 7/8	60 1/4	192	48 1/2	46	33 1/2	38	...	...	24 1/2	28 1/2	15 3/8	21 1/8	24 1/2	...	3000
The Electruck Corp., New York City, N. Y.																			
48	1	112	109	74 1/2	35 1/2	112	48	48	33	35	5	23	26	27	16 1/4	17	26	...	1000
48	1	122	120	83	37	120	48	48	33	35	5	23	26	27	16 1/4	17	26	...	1000
39	2	135	144	97	47	144	48	50	33	36	5	23	26	27	16 1/4	17	26	...	1400
27	7 1/2	168	180	121	59	192</													

Commercial Car Specifications—Corrected Monthly

The Specifications, Chassis Prices, Etc., Are Corrected Each Month From Data Supplied Direct by the Makers. Gasoline Tractor-Trucks Will be Found at the End of Gasoline Commercial Cars

Those Chassis Which Are Sold and Recommended for Bus Use Are Designated in the Following Table by Reference Sign (§) in Front of the Name

For Motor Bus Chassis See Pages 44 and 45

(Where prices are not given it is because we have been unable to get them from authoritative sources)

Key of abbreviations, page 43

Trade Name and Model	General			Engine					Electrical System		Clutch	Gearset		Rear Axle		Gear Ratios		Brakes, Location		Front Axle Make and Model	Springs (Make)	Steering Gear (Make)	Wheels (Make)	(Chassis Weight) (lbs.)						
	Chassis Price	Tire Size		Make and Model	Bore and Stroke	N.A.C.C. Rated H.P.	Valve Arrangement	Oiling System	Governor (Make)	Radiator (Make)		Fuel System		Ignition System (Make)	Generator and Starter (Make)	Type and Make	Make and Model	Location	No. of Forward Speeds						Universals (Make)	Rear Axle		Total Reduction in High	Total Reduction in Low	
		Standard Wheelbase (inches)	Front (inches)									Rear (inches)	Carburetor (Make)													Fuel Feed				
1000 Pounds																														
Chevrolet Sup. Com. Ch.	365	103	P 30x3 1/2	P 30x3 1/2	Own	4-3 1/4x4 1/2	21.7 H	PC	PC	Non	Har Fed	Car	V	Rem	Rem	P. Own	Own Sup	U	3	Own	Own Sup	12 7/8	12 7/8	A	Own Sup	SS	Own	Jax	1490	
Star Four Com. Ch.	470	102	P 30x3 1/2	P 30x3 1/2	Con	4-3 1/2x4 1/2	18.2 L	PC	PC	Non	Har Fed	Car	V	Rem	Rem	P. Own	Own	A	3	Own	Own	4 5/8	4 5/8	16.16 A	Own	Own	Own	Hay	1425	
1500 Pounds																														
Dodge Brothers	670	116	P 31x5 25	P 31x5 25	Own	4-3 3/8x4 1/2	24.0 L	SP	PC	Non	McC	Ste	V	N-E	N-E	D. Own	Own	U	3	Own	Own	4 1/8	4 1/8	18.9 B	Own	Own	Own	Kel	2202	
Int. Harvester Spec. Del	116	133	P 32x4 1/2	P 32x4 1/2	Wau X	4-3 3/4x4 1/2	19.6 L	PC	PC	Non	McC	Ste	V	N-E	N-E	D. Own	Own	U	3	Own	Own	4 1/8	4 1/8	18.9 B	Own	Own	Own	Kel	2200	
Larabee R-31	1070	125	P 33x5 25	P 33x5 25	Con N	4-3 3/8x4 1/2	23.4 L	PC	PC	Non	Har Fed	Car	V	N-E	N-E	D. Own	Own	U	3	Own	Own	5 10	5 10	17.1 A	Own	Own	Own	Fir	2730	
Rainier R-31	1070	125	P 33x5 25	P 33x5 25	Con N	4-3 3/8x4 1/2	23.4 L	PC	PC	Non	Har Fed	Car	V	N-E	N-E	D. Own	Own	U	3	Own	Own	5 10	5 10	17.1 A	Own	Own	Own	Fir	2730	
Stewart Buddy	2150	133 1/2	P 34x5 25	P 34x5 25	Own GK	4-3 3/4x4 1/2	18.2 L	SP	PC	Non	Own	Own	Own	Rem	Rem	P. Own	Own	U	3	Own	Own	4 8	4 8	30.0 A	Own	Own	Own	Fir	2500	
White, 15	2150	133 1/2	P 34x5 25	P 34x5 25	Own GK	4-3 3/4x4 1/2	18.2 L	SP	PC	Non	Own	Own	Own	Rem	Rem	P. Own	Own	U	3	Own	Own	4 8	4 8	30.0 A	Own	Own	Own	Fir	2500	
White Cab Mod T3	2500	148	P 34x5 25	P 34x5 25	Own GR	4-4 1/4x5 1/2	22.9 L	PC	PC	Non	Own	Own	Own	Rem	Rem	P. Own	Own	U	3	Own	Own	4 67	4 67	20.2 A	Own	Own	Own	Fir	3225	
Yellow Cab Mod T3	1295	109	P 29x4 1/2	P 29x4 1/2	Con V7	4-3 3/8x5 1/2	28.9 L	PC	PC	Non	Own	Own	Own	Rem	Rem	P. Own	Own	U	3	Own	Own	4 90	4 90	16.7 B	Own	Own	Own	Fir	3575	
1 Ton																														
Acme Flyer	3125	130	P 30x5	P 30x5	Con S4	4-4 1/4x4 1/2	28.9 L	FP	FP	Non	Per	Zen	V	Rem	Rem	D. B-L	B-L31	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3125
Acorn	3600	143	P 34x5	P 34x5	Con S4	4-4 3/4x4 1/2	23.4 L	FP	FP	Non	Per	Zen	V	Rem	Rem	D. B-L	B-L31	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Atterbury 20B	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Atterbury 20B	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own	6-3 3/8x4 1/2	18.1 L	SP	PC	Non	Own	Str	G	Rem	Rem	P. Own	Own	U	3	Own	Col 53006	5 10	24 4	A	Col 53003	Det	Ros	Sm	Fir	3600
Auto Coach	132	127	S 34x4 1/2	S 34x4 1/2	Own																									

Key of abbreviations, page 43

Trade Name and Model	Chassis Price	General		Engine						Electrical System		Clutch	Gearset		Rear Axle		Gear Ratios		Front Axle Make and Model	Springs (Make)	Steering Gear (Make)	Wheels (Make)	Rims (Make)	Chassis Weight (lbs.)						
		Standard Wheelbase (inches)	Tire Size	Make and Model	Number of Cylinders	N.A.C.C. Rated H.P.	Valve Arrangement	Oiling System	Governor (Make)	Radiator (Make)	Fuel System		Ignition System (Make)	Generator and Starter (Make)	Type and Make	Location	No. of Forward Speeds	Universals (Make)							Make and Model	Type	Total Reduction in High	Total Reduction in Low	Brakes, Location	
											Carburetor (Make)																			Fuel Feed
1 Ton—Cont'd																														
LeMoon GP-1	151	P 34x5	P 34x5	Con S4	4-34x4 1/2	28 1/2	PP	Non	Chi	Str	G	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU	4-34x5 1/2	25 1/2	PC	Non	Non	Chi	Zen	Bos	Bos	D, B-L	B-L 31	U	Spi	Cla B305	B 1/2	5.6	18.3	Tim 1250	2700							
Master 11B	122	P 34x5	P 34x5	Bud WTU</																										

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[illegible]

Year	Age	Sex	Color	Registration	Owner	Trainer	Driver	Coach	Record	Notes
1985	3	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	First year
1986	4	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Second year
1987	5	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Third year
1988	6	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Fourth year
1989	7	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Fifth year
1990	8	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Sixth year
1991	9	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Seventh year
1992	10	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Eighth year
1993	11	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Ninth year
1994	12	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Tenth year
1995	13	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Eleventh year
1996	14	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Twelfth year
1997	15	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Thirteenth year
1998	16	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Fourteenth year
1999	17	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Fifteenth year
2000	18	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Sixteenth year
2001	19	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Seventeenth year
2002	20	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Eighteenth year
2003	21	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Nineteenth year
2004	22	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Twentieth year
2005	23	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Twenty-first year
2006	24	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Twenty-second year
2007	25	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Twenty-third year
2008	26	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Twenty-fourth year
2009	27	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Twenty-fifth year
2010	28	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Twenty-sixth year
2011	29	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Twenty-seventh year
2012	30	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Twenty-eighth year
2013	31	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Twenty-ninth year
2014	32	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Thirtieth year
2015	33	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Thirty-first year
2016	34	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Thirty-second year
2017	35	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Thirty-third year
2018	36	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Thirty-fourth year
2019	37	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Thirty-fifth year
2020	38	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Thirty-sixth year
2021	39	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Thirty-seventh year
2022	40	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Thirty-eighth year
2023	41	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Thirty-ninth year
2024	42	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Fortieth year
2025	43	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Forty-first year
2026	44	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Forty-second year
2027	45	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Forty-third year
2028	46	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Forty-fourth year
2029	47	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Forty-fifth year
2030	48	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Forty-sixth year
2031	49	F	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Forty-seventh year
2032	50	M	B	1000	John Doe	John Doe	John Doe	John Doe	1000	Forty-eighth year

Key of abbreviations, page 43

Trade Name and Model	General		Engine					Electrical System		Clutch	Gearset		Rear Axle		Gear Ratios		Front Axle Make and Model	Springs (Make)	Steering Gear (Make)	Wheels (Make)	Rims (Make)	Chassis Weight (lbs.)		
	Standard Wheelbase (inches)	Tire Size (inches)	Rear Tire Size (inches)	Make and Model	Number of Cylinders	N.A.C.C. Rated H.P.	Valve Arrangement	Oiling System	Governor (Make)		Radiator (Make)	Fuel System	Ignition System (Make)	Generator and Starter (Make)	Type	Total Reduction in High							Total Reduction in Low	
2½ Ton—Cont'd																								
Patriot 50	156	36x5	36x10	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Mon	Own	Zen	Bos	Non	D-B-L	D-B-L	9.25	49.5	A	Shu 1540B	Mar	Ros	Van	5300
Sandow W6 20	185	36x5	36x8	Bud ETU	4-4½x5½	33.7 L	L	PP	PC	Non	Chi	Str	Bos	Dyn	D-B-L	D-B-L	7.8	23.6	A	She D370	She	Ros	Gdy	4600
Sandow W4-25A	185	34x7	36x8	Con 6B	4-4½x5½	32.4 L	L	PP	PC	Non	R-T	Str	Con	Dyn	D-B-L	D-B-L	8.75	42.0	A	She D370	She	Ros	Van	6100
Sandow W4-25B	174	36x5	DS36x5	Con LA	4-4½x5½	32.4 L	L	PP	PC	Non	R-T	Str	Con	Dyn	D-B-L	D-B-L	8.5	40.4	B	Own	Det	Ros	Day	6250
Sandow W4-25B	3600	36x5	36x8	Wis RCU	4-4½x5½	32.4 L	L	PP	PC	Non	Own	Zen	Bos	Non	D-B-L	D-B-L	8.5	40.4	B	Own	Det	Ros	Day	4740
Sandow W4-25B	157	36x4	36x8	Con K4	4-4½x5½	27.2 L	L	PP	PC	Non	Lon	Str	Bos	Bos	D-B-L	D-B-L	8.00	42.8	A	Tim 1544B	Det	Gem	Sld	5980
Sandow W4-25B	149	36x4	36x8	Con K4	4-4½x5½	27.2 L	L	PP	PC	Non	Lon	Str	Bos	Bos	D-B-L	D-B-L	8.00	42.8	A	Tim 1544B	Det	Gem	Sld	6126
Sandow W4-25B	164	36x4	DS36x8	Bud EBU-I	4-4½x5½	28.9 L	L	PP	PC	Non	Lon	Str	Bos	Bos	D-B-L	D-B-L	8.50	45.4	A	Tim 1544B	Det	Gem	Sld	5400
Sandow W4-25B	147	36x4	36x8	Con K4	4-4½x5½	27.2 L	L	PP	PC	Non	Lon	Str	Bos	Bos	D-B-L	D-B-L	8.50	45.4	A	Tim 1544B	Det	Gem	Sld	5488
Sandow W4-25B	147	36x4	36x8	Con K4	4-4½x5½	27.2 L	L	PP	PC	Non	Lon	Str	Bos	Bos	D-B-L	D-B-L	8.50	45.4	A	Tim 1544B	Det	Gem	Sld	5100
Sandow W4-25B	142	36x4	36x7	Con V	4-4½x5½	25.6 L	L	PP	PC	Non	Wau	Zen	Bos	Rem	D-B-L	D-B-L	8.75	38.8	A	Sal	Own	Gem	Hoo	4600
Sandow W4-25B	3200	36x5	36x8	Lyc TAU	4-4½x5½	31.5 L	L	PP	PC	Non	Chi	Zen	Bos	Rem	D-B-L	D-B-L	8.75	38.8	A	Sal	Own	Gem	Hoo	4600
Sandow W4-25B	3150	36x4	36x4	Con S4	4-4½x5½	28.9 L	L	PP	PC	Non	Mod	Zen	Bos	Rem	D-B-L	D-B-L	8.00	37.7	A	Tor	Det	Ros	Pru	5200
Sandow W4-25B	2700	36x4	36x5	Con S4	4-4½x5½	28.9 L	L	PP	PC	Non	G&O	Zen	Bos	Rem	D-B-L	D-B-L	8.00	37.7	A	Tor	Det	Ros	Pru	5600
Sandow W4-25B	2975	36x5	36x10	Wis TAU	4-4½x5½	25.6 L	L	PP	PC	Non	Chi	Zen	Bos	Rem	D-B-L	D-B-L	8.00	37.7	A	Tor	Det	Ros	Pru	5600
Sandow W4-25B	155	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	Hin 400	4-4½x5½	25.6 L	L	PP	PC	Non	Per	Str	Bos	Bos	D-B-L	D-B-L	7.75	41.5	A	Shu 510	Det	Han	Van	4120
Sandow W4-25B	2975	36x5	DS36x8	H																				

Int. Harvester 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KEY OF ABBREVIATIONS

Wheelbase:

- *—More than one wheelbase furnished.

Tires:

- B—Balloons.
- P—Pneumatics standard equipment.
- S—Solids.
- DP—Dual pneumatics standard equipment.
- DS—Dual solids.
- † This sign after tire size indicates that pneumatics can be furnished at extra cost.

Engine:

- Bud—Buda Co., Harvey, Ill.
- Con—Continental M. Corp., Detroit, Mich.
- D—Head and Side.
- FP—Full Pressure to all bearings including wrist pins.
- H—Overhead.
- Has—Hall-Scott Motor Car Co., Berkeley, Cal.
- Her—Hercules Motors Corp., Canton, Ohio.
- Himco—Hinkley Motors, Inc., Detroit, Mich.
- Hin—Hinkley Motors, Inc., Detroit, Mich.
- I—In Head.
- Jackson—Master Motor Truck Mfg. Co., Chicago, Ill.
- Knl—Yellow Sleeve Valve Eng. Works, East Moline, Ill.
- L—L-Head.
- Lyc—Lycoming M. Corp., Williamsport, Pa.
- Overland—Willis-Overland Co., Toledo, O.
- PC—Pressure to all crankshaft and connecting-rod bearings.
- PS—Pressure with splash.
- SP—Circulating splash.
- T—T-Head.
- Wau—Waukesha M. Co., Waukesha, Wis.
- Wis—Wisconsin M. Mfg. Co., Milwaukee, Wis.
- Yell—Yellow Sleeve V. E. Works, E. Moline, Ill.
- X—Sleeve.

Governor:

- Con—Continental M. Corp., Detroit, Mich.
- Dup—Eisemann Magneto Corp., New York.
- Han—Handy Gov. Co., Detroit, Mich.
- Hin—Hinkley Motors, Inc., Detroit, Mich.
- K. P.—K. P. Products Co., New York, N. Y.
- McC—E. R. Klemm, Chicago, Ill.
- Mon—Monarch Gov. Co., Detroit, Mich.
- Non—Not Supplied.
- Pha—Pharo Mfg. Co., Bethlehem, Pa.
- Pie—Pierce Governor Co., Anderson, Ind.
- Sim—Eisemann Magneto Corp., New York.
- Tac—Tractor Appliance Co., New Holstein, Wis.
- Wau—Waukesha M. Co., Waukesha, Wis.

Radiator:

- Bus—Bush Mfg. Co., Hartford, Conn.
- Chi—Chicago Mfg. Co., Chicago, Ill.
- E—M—English & Mersick Co., New Haven, Conn.
- Fed—Feddars Mfg. Co., Buffalo, N. Y.
- Flc—Flexo Mfg. Co., Los Angeles, Cal.
- G&O—G. & O. Mfg. Co., New Haven, Conn.
- Har—Harrison Rad. Corp., Lockport, N. Y.
- Idl—Ideal Sheet Metal Works, Chicago, Ill.
- Liv—Livingston Rad. Corp., Plainfield, N. J.
- Lon—Long Mfg. Co., Detroit, Mich.
- McC—McCord Rad. & Mfg. Co., Detroit, Mich.
- McK—McKinnon Dash Co., Buffalo, N. Y.
- Mod—Modine Mfg. Co., Racine, Wis.
- Per—Racine Radiator Co., Racine, Wis.
- R-T—Rome-Turney Rad. Co., Rome, N. Y.
- Spa—Sparks-Withington Co., Jackson, Mich.
- Stn—Standard Radiator Co., Inc., Springfield, N. Y.
- U. S.—U. S. Cartridge Co., Lowell, Mass.

Full System:

- B.B.—Penberthy Injector Co., Detroit, Mich.
- Car—Carter Carburetor Co., St. Louis, Mo.
- Ens—Ensign Car. Co., Los Angeles, Cal.
- G—Gravity.
- Hol—Holley Carburetor Co., Detroit, Mich.
- Joh—Johnson Co., Detroit, Mich.
- Mar—Marvel Carburetor Co., Flint, Mich.
- P—Pressure.
- Ray—Beneke Mfg. Co., Chicago, Ill.
- Sch—Wheeler Schebler Carburetor Co., Indianapolis, Ind.
- Ste—Detroit Lubricator Co., Detroit, Mich.
- Str—Stromberg Motor Devices Co., Chicago, Ill.
- Til—Tillotson Mfg. Co., Toledo, Ohio.
- V—Vacuum.
- Zen—Zenith-Detroit Corp., Detroit, Mich.

Electrical Systems:

- †—Generator & Starter at Extra Cost.
- †—Starter not supplied, Generator at Extra Cost.
- *—Starter at Extra Cost.
- A-L—Electric Auto-Lite Corp., Toledo, O.
- Alc—Cincinnati S. B. Co., Cincinnati, O.
- Apo—Apolo Magneto Corp., Kingston, N. Y.
- Bij—Bijur Motor Appliance Co., Hoboken, N. J.
- Bos—American Bosch Magneto Co., Springfield, Mass.
- Con—Connecticut Telephone & Electric Co., Meriden, Conn.
- Del—Dayton Engin. Lab. Co., Dayton, Ohio.
- DJ—DeJohn Elec. Corp., Toledo, Ohio.
- Dyn—Owen Dyneto Corp., Syracuse, N. Y.
- Eis—Eisemann Magneto Corp., New York.
- Ext—Electric S. B. Co., Phila., Pa.
- G&D—Gray & Davis, Boston, Mass.
- Gou—Gould S. B. Co., New York.
- Hob—Hobbs Battery Co., Los Angeles, Cal.
- L-N—Leece-Neville Co., Cleveland, Ohio.
- N-E—North East Elect. Co., Rochester, N. Y.
- Non—Not Supplied.
- Pol—Prest-O-Lite Co., Indianapolis, Ind.
- Rem—Remy Electric Co., Anderson, Ind.
- RBo—Robert Bosch Magneto Co., New York, N. Y.
- Sci—Scintilla Magneto Co., Sidney, N. Y.
- Sim—Simms Magneto Co., E. Orange, N. J.
- USL—U. S. Light & Heat Corp., Niagara Falls, N. Y.
- Ves—Vesta Battery Corp., Chicago, Ill.
- Wes—Westinghouse Elec. & Mfg. Co., Springfield, Mass.
- Wil—Willard S. B. Co., Cleveland, Ohio.

Clutch and Gearset:

- *—Other ratios optional.
- A—Amidships.
- B & B—Borg & Beck Co., Chicago, Ill.
- B-L—Brown-Lipe Gear Co., Syracuse, N. Y.
- Cot—Cotta Trans. Corp., Rockford, Ill.
- Cov—Covert Gear Co., Lockport, N. Y.
- Det—A. J. Detlaff Co., Detroit, Mich.
- D-G—Detroit Gear & Machine Co., Detroit, Mich.
- Dod—Dodge Brothers Co., Detroit, Mich.
- D-Disk.
- Dur—Durston Gear Corp., Syracuse, N. Y.
- Full—Fuller & Sons Mfg. Co., Kalamazoo, Mich.
- H-S—Hele-Shaw, Merchant & Evans Co., Philadelphia, Pa.
- Hoo—Hoosier Clutch Co., Muncie, Ind.
- J—Unit with Jackshaft.
- K—Cone.
- Lon—Long Mfg. Co., Detroit, Mich.
- M-E—Merchant & Evans Co., Phila., Pa.
- M. M.—Mechanics Mach. Co., Rockford, Ill.
- Mun—Muncie Gear Works, Muncie, Ind.
- O—Disk in Oil.
- P—Plate.
- R—Rear Axle.
- Roc—Rockford Drilling Machine Co., Rockford, Ill.
- S—Separate Unit.
- U—Unit with Engine.
- W-G—Warner Gear Co., Muncie, Ind.

Universal:

- B.G.—Universal Machine Co., Bowling Green, Ohio.
- Blo—Blood-Bros. Mach. Co., Allegan, Mich.
- Det—Universal Products Co., Detroit, Mich.
- Har—Spicer Mfg. Co., S. Plainfield, N. J.
- M-E—Merchant & Evans Co., Phila., Pa.
- M. M.—Mechanics Machine Co., Rockford, Ill.
- Pet—Cleveland Universal Parts Co., Cleveland, Ohio.
- Pic—Carl Pick Co., West Bend, Wis.
- Sne—Spicer Mfg. Corp., S. Plainfield, N. J.
- Spi—Spicer Mfg. Co., S. Plainfield, N. J.
- The—Thermoid Rubber Co., Trenton, N. J.
- Thel—Almetal Universal Joint Co., Cleveland, Ohio.
- U-M—Universal Machine Co., Bowling Green, Ohio.
- U-P—Universal Products Co., Detroit, Mich.

Front and Rear Axles:

- 1/2—Semi-Floating.
- 3/4—Three-Quarter Floating.
- B—Straight Bevel.
- Clc—Clark Equip. Co., Buchanan, Mich.
- Col—Columbia Axle Co., Cleveland, Ohio.
- Con—Continental Axle Co., Edgerton, Wis.
- C—Chain.
- D—Dead.
- Eat—Eaton Axle Co., Cleveland, Ohio.
- F—Floating.
- I—Internal Gear.
- P—Spur Gear.
- R—Double Reduction.
- Rus—Russel Motor Axle Co., Detroit, Mich.
- S—Spiral Bevel.
- Sal—Salisbury Axle Co., Jamestown, N. Y.

- She—Sheldon Axle & Spring Co., Wilkes-Barre, Pa.
- Shu—Shuler Axle Co., Inc., Louisville, Ky.
- Std—Standard Parts Co., Cleveland, Ohio.
- Tim—Timken Det. Axle Co., Detroit, Mich.
- Tor—Eaton Axle & Spring Co., Cleveland, Ohio.
- Vul—Vulcan Motor Axle Co.
- Wal—Walker Axle Co., Chicago, Ill.
- W—Worm.
- Wis—Wisconsin Parts Co., Oshkosh, Wis.

Brake:

- A—Rear Wheels only.
- B—Drive Shaft and Rear Wheels.
- C—6 Wheel Brakes.
- D—Jackshaft and Rear Wheels.
- E—4 Wheel Brakes.

Springs:

- Amc—American Autoparts Co., Detroit, Mich.
- Arm—General Motors Co., Pontiac, Mich.
- Bea—Beans Spring Co., Inc., Massillon, O.
- Bet—Betts Bros. Sp. Co., Inc., San Francisco, Cal.
- Cha—Champion Auto Sp. Co., St. Louis, Mo.
- Del—D. Delany & Son, Newark, N. J.
- Det—Detroit Steel Prod. Co., Detroit, Mich.
- G-C—Garden City Sp. Works, Chicago, Ill.
- Har—Harvey Sp. & Forging Co., Racine, Wis.
- I. C.—Iron City Sp. Co., Pittsburgh, Pa.
- Lah—Laher Auto Spring Co., Portland, Ore.
- Mar—Maremont Mfg. Co., Chicago, Ill.
- Mat—Mather Spring Co., Toledo, Ohio.
- Mer—E. R. Merrill Spring Co., New York.
- Pen—Penn Sp. Works, Baldwinville, N. Y.
- Per—Eaton Blum & Sp. Co., Cleveland, O.
- Row—William & Harvey Rowland, Phila., Pa.
- She—Sheldon Axle & Sp. Co., Wilkes-Barre, Pa.
- S. P.—Spring Perch Co., Stratford, Conn.
- S. S.—Standard Steel Sp. Co., Corapolis, Pa.
- Tem—Temme Spring Corp., Chicago, Ill.
- Tut—Tuthill Sp. Co., Chicago, Ill.
- U. S.—United States Sp. Co., Los Angeles, Cal.

Steering Gear:

- CAS—C. A. S. Products Co., Columbus, O.
- D-G—Detroit Gear & Machine Co., Detroit, Mich.
- Dod—Dodge Bros. Co., Detroit, Mich.
- Gem—Gemmer Mfg. Co., Detroit, Mich.
- Han—Hannum Mfg. Co., Milwaukee, Wis.
- Jac—Saginaw Products Co., Saginaw, Mich.
- Lav—Hannum Mfg. Co., Milwaukee, Wis.
- Ros—Ross Gear & Tool Co., Lafayette, Ind.
- Woh—Wohlrab Gear Co., Racine, Wis.

Wheels:

- Arc—Archibald Wheel Co., Lawrence, Mass.
- A-W—Auto Wheel Co., Lansing, Mich.
- Bet—Bethlehem Steel Co., Bethlehem, Pa.
- Bim—Bimel Spoke & Auto Wheel Co., Portland, Ind.
- Bud—Budd Wheel Co., Phila., Pa.
- Clc—Clark Equip. Co., Buchanan, Mich.
- Day—The Dayton Steel Foundry Co., Dayton, Ohio.
- Dis—Motor Wheel Corp., Lansing, Mich.
- Hay—Hayes Wheel Co., Jackson, Mich.
- Hoo—Hoopes, Bro. & Darlington, Inc., West Chester, Pa.
- Ind—Indestructible Wheel Co., Lebanon, Ind.
- Int—Interstate Foundry Co., Chicago, Ill.
- Jon—Phineas, Jones & Co., Hillside, N. J.
- Kel—Kelsey Wheel Co., Detroit, Mich.
- M-M—Michigan Malleable Iron Co., Detroit.
- Mot—Motor Wheel Corp., Lansing, Mich.
- Mun—Muncie Wheel Co., Muncie, Ind.
- Nor—Northern Wheel Corp., Alma, Mich.
- Pru—Prudden Wheel Co., Lansing, Mich.
- Roy—Royer Wheel Co., Aurora, Ind.
- Sch—St. Marys Wheel & Spoke Co., St. Marys, Ohio.
- Smi—Smith Wheel, Inc., Syracuse, N. Y.
- StM—St. Marys Wheel Co., St. Marys, O.
- Std—Standard Wheel Co., Terre Haute, Ind.
- Van—Van Wheel Corp., Oneida, N. Y.
- Way—Wayne Wheel Co., Newark, N. Y.

Rim Equipment:

- Cle—Cleveland Welding & Mfg. Co. of the Hydraulic Steel Co., Cleveland, Ohio.
- Fir—Firestone Steel Prod. Co., Akron, O.
- Gdy—Goodwear Tire & Rub. Co., Akron, O.
- Hay—Hayes Wheel Co., Jackson, Mich.
- Jax—Jaxon Steel Prod. Co., Jackson, Mich.
- Kel—Kelsey Wheel Co., Detroit, Mich.
- Non—None Supplied.

Motor Bus Chassis Specifications

For Other Chassis Which Are Recommended and Adaptable for Bus Use, See Models Having Sign (§) in the "COMMERCIAL CAR SPECIFICATIONS"

Key of abbreviations, page 43

MAKE AND MODEL	GENERAL			ENGINE		ELECTRICAL SYSTEM				TRANSMISSION			REAR AXLE		FRONT AXLE	TIRES AND WHEELS			DIMENSIONS (In.)											
	WEIGHT			Wheelbase	Make and Model	Number of Cylinders	Bore and Stroke	Radiator Make	Carburetor Make	Ignition System Make	Generator and Starter Make	Battery		Normal Speed		Clutch	GEARSET		Make and Model	Final Drive	Brake Location	Make and Model	Steering Gear Make	TIRES (In.)		Wheels—Make	Turning Radius (Ft.)	Floor Height	Length	Width
	Seating Capacity	Chassis Only	Chassis with Body									Recommended Body Allowance	Voltage and Amp.				Hr. Cap.	High M. P. H.						Low M. P. H.	Type and Make						Make and Model	Number of Forward Speeds	Universal Make
Ace C.	30	6500	11500	5000	304	Con 7T	6-41x5 1/2	4-31x5 1/2	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90	
Ace 116.	22	4910	8460	180	Con 6B	Con 6B	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Ace 121.	22	5110	9280	305	Con 7T	Con 7T	6-41x5 1/2	4-31x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
American-LaFrance	25	8100	11000	190	Con 4R	Con 4R	6-41x5 1/2	4-31x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
American-LaFrance	25	8100	11000	190	Con 4R	Con 4R	6-41x5 1/2	4-31x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Brookway EB.	18	3850	6350	2500	153	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Brookway EB.	18	3850	6350	2500	153	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Brookway EB.	22	4075	7075	3000	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Brookway EB.	22	4075	7075	3000	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Brookway EB.	25	4275	7275	3000	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Brookway EB.	25	4275	7275	3000	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Brookway EB.	29	4700	7700	3500	216	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184	Wau 5U	6-33x5 1/2	4-29x5 1/2	Per	Own	Zen	Eis	USL	12-110	35	6.0	D. B-L	B-L 55	Tim 6516	W	A	Tim 1550	Ros	P 36x6	DP 36x6	Bud	34	27 1/2	316	90
Clinton 65B.	30	5925	8700	2725	184																									

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H. W. Filtrator Oil Filter

An oil filtering device designed primarily to be "built-in" when the engine is manufactured and an air cleaner of the oil-saturated-hair type have been placed on the market by the Rich Tool Co., Detroit. These units, known as the H. W. Filtrators for oil and air, respectively, were developed by Col. E. J. Hall and Charles A. Winslow.

A feature of the new oil filters is the fact that no part need be removed during the life of the engine, according to the manufacturers. After two or three thousand miles of operation, a drain plug in the bottom is removed and the sludge, carbon, dirt and water drawn off. The filtering medium is cleaned at this time by compressed air from an ordinary air hose line applied to a valve built in the top of the filter.

The mixing of oil with the air before passing it through the filtering medium is the feature of the H. W. Filtrator for air. The entering air is directed against the oil in a circular reservoir, holding slightly more than one quart. The oil-laden air is drawn through an inverted cone-shaped filter medium which is lined with hair compressed to the thickness of one nich. Both the inner and outer surfaces of the cone are formed of perforated sheet metal. The air mixture in passing through the hair rids itself of the oil and the dirt particles.



New filtering device for engine

The entire filter can be cleaned by removing one screw near the top of the cleaner.

The makers claim an efficiency of 99 9/10 per cent for the filter.

Electric Commercial Cars

Name and Model Number	Total Weight Resting on Four Tires	Chassis Weight—Exclusive of Battery	Minimum Load Capacity	Maximum Load Capacity	Chassis Price	Maximum Speed	Location of Battery	Mileage Per Charge	Motor	Controller	Speeds Forward	Drive	Rear Axle	Spring	Front Tires	Rear Tires	Steering Gear	Wheelbase	Per Cent of Weight on Rear Wheels
Autocar E 1F	10000	3650			2400		A		G-E	G-E	5	R	Own	Row	S 34x4	S 34x5	Ros	107	60
Autocar E 2D	15000	4300			2800		A		G-E	G-E	5	R	Own	Row	S 34x5	S 34x6	Ros	120	60
Autocar E 3H	18000	4900			3200		A		G-E	G-E	5	R	Own	Row	S 34x5	S 36x8	Ros	131	60
Autocar E 4Y	26000	6800			4000		A		G-E	G-E	5	R	Own	Row	S 34x6	DS36x6	Ros	139	60
Autocar E 5M	30000	7200			4300		A		G-E	G-E	5	R	Own	Row	S 36x7	DS36x7	Ros	138	60
C-T H-1	5600	2400				14	A	55	G-E	Own	4	Own	F	She	S 36x3½	S 36x4	W	104	67
C-T F-1.5	6600	2800				14	A	60	G-E	Own	4	Own	F	She	S 36x3½	S 36x4	W	94	67
C-T H-1.5	6600	2800				14	A	60	G-E	Own	4	Own	F	She	S 36x3½	S 36x4	W	116	67
C-T F-2	8000	3100				14	A	50	G-E	Own	4	Own	F	She	S 36x3½	S 36x5	W	96	67
C-T H-2	8000	3100				14	A	50	G-E	Own	4	Own	F	She	S 36x3½	S 36x5	W	124	67
C-T F-4	11950	4200				12	A	50	G-E	Own	4	Own	F	She	S 36x4	DS36x4	W	116	67
C-T A-7	17700	5800				11	A	45	G-E	Own	4	I	D	She	S 36x6	DS36x4	W	122	58
C-T F-7	17500	6000				11	A	45	G-E	Own	4	Own	F	She	S 36x5	DS36x5	W	136	67
C-T A-10	22250	6500				10	A	45	G-E	Own	4	I	D	She	S 36x7	DS36x5	W	132	58
C-T F-10	22750	7000				10	A	45	G-E	Own	4	Own	F	She	S 36x6	DS36x6	W	152	67
Electruck 48	8700	3600	2000	3000	2000	15	A	50	G-E	G-E	4	C	Own	Eat	S 34x4	S 34x5	Ros	112	60
Electruck 39	10400	4200	4000	5000	2500	15	A	50	G-E	G-E	4	C	Own	Eat	S 34x4	S 34x6	Gem	122	60
Electruck 27	32000	12200	15000	20000	6000	12	A	50	G-E	Own	5	C	Own	Eat	S 36x7	S 40x14	Gem	168	70
Milburn 43	3790	1690	1000	1500	1585	17	H	50	G-E	Own	4	W	She	She	P 32x4½	P 32x4½	Ros	115	60
O. B-B						13			G-E	Own		C	D		S 36x4	DS36x3½	Own	107	
O. B-C						11			G-E	Own		C	D		S 36x5	DS36x4	Own	135	
O. B-D						10			G-E	Own		C	D		S 36x6	DS36x5	Own	143	
Steinmetz 15	6800	2200	1000	2250	1800	18	H&S	60	Own	Own	4	R	Own	Lig Det	P 32x4½	P 32x4½	Lav	114	55
Walker 12		1900		1000		15	H&S	50	G-E	Own	4		Tim	Mat	S 36x3½	S 36x3½	Ros	104	66
Walker 15		2800		1500		14	A	50	Wes	Wes	5	Own	Own	Mat	S 34x3	S 36x3½	Ros	94	66
Walker 22		3000		2000		13	A	50	Wes	Wes	5	Own	Own	Mat	S 34x3½	S 36x4	Ros	101	66
Walker 42		4200		4000		13	A	50	Wes	Wes	5	Own	Own	Mat	S 36x4	S 36x6	Ros	114	66
Walker P.		6000		7000		11	A	40	Wes	Wes	5	Own	Own	Mat	S 36x5	DS38x5	Ros	131	66
Walker N.		6700		10000		10	A	40	Wes	Wes	5	Own	Own	Mat	S 36x6	DS38x6	Ros	141	66
Walker HD.	6800	2300		2000	2200	16	A	60	Diehl	G-E	5	B			S 32x3½	S 32x4	Ros	98	60
Walter EN.	13200	4400		5000	3100	15	A	50	G-E	G-E	5	Own	D		S 36x4	S 36x7	Gem	114	60
Walter EL.	16800	5000		7000	3700	13½	A	50	G-E	G-E	5	Own	D		S 36x5	S 36x4	Gem	132	60
Walter ES.	23600	7200		11000	4500	12	A	50	G-E	G-E	5	Own	D		S 36x6	S 40x6	Ros	150	70
Walter ER.	28400	7500		15000	4800	11	A	50	G-E	G-E	5	Own	D		S 36x7	S 40x7	Ros	150	70
Ward A211.	4650	1800	600	1150		15	S	75	G-E	Own	4	W	She	She	S 32x3	S 32x3½	Own	88	56
Ward B-222	6000	2300	1020	1700		14	S	84	G-E	Own	4	W	She	She	S 32x3½	S 32x4	Own	91	62
Ward C-211	8000	2670	2170	2880		13	S	65	G-E	Own	4	W	She	She	S 32x3½	S 31x5	Own	96	64
Ward E-211	12000	3570	4290	5430		12½	S	56½	G-E	Own	4	W	She	She	S 34x4	S 36x6	Own	108	65
Ward G-211	16000	4500	6180	7760		11	S	44	G-E	Own	5	W	She	She	S 36x5	S 36x8	Own	120	68
Ward J-211	22500	6630	9500	11200		10	S	39½	G-E	Own	5	W	She	She	S 36x6	S 36x10	Own	136	70
Ward M-211	30000	8430	13780	15920		9	S	36	G-E	Own	5	W	She	She	S 36x7	DS36x7	Own	152	71

NOTE: Battery Equipment on all above makes is at the option of the purchaser. Battery Location Abbreviations: A-amidships; H-under hood; and S-under seat

California Designs Road Service Car

The California State Department of Motor Vehicles has placed the first of Motor Vehicle Department Road Service Cars in operation.

This machine, which was built on a Dodge Bros. chassis to the specifications of Will H. Marsh, chief of the division, and C. K. Harder, chief inspector, is being tried out in California in an experimental way, as a means of handling the traffic problems in all parts of the state.

The machine is manned by a crew of four traveling inspectors working from

the main department office in Sacramento. It is equipped for all forms of traffic service, including a set of screens for headlight testing, loadometers for the checking of weights of trucks using the highways, license application blanks, and a motorcycle for use in case of emergency.

The travelling inspectors are ready at all times to assist the state traffic squads in all parts of the state in any headlight raid, "drive" against speeders, and other forms of traffic regulatory work.

The machine has started on its first tour of the state, and at present is giving demonstrations on headlight testing in the various official headlight testing

stations throughout California. The crew is in touch with the department office in Sacramento daily by radio, a portable receiving set being installed in the truck. Orders are sent out daily from Sacramento and relayed from broadcasting stations in San Francisco and Los Angeles, depending on the part of the state in which the machine is located.

It is the plan of the department to have a fleet of cars similar to this machine, which will supplement the work of the district inspectors in each of the fourteen traffic districts of the state.

Traction Co. Buys Bus Line

The Mid-West Transit Company, formerly known as the Red, White and Blue Motor Bus Line, has been sold to the Indiana Motor Transit Company, subject to the approval of the Indiana Public Service Commission. The latter company is the motor bus division of the Terre Haute, Indianapolis, and Eastern Traction Company, an electric line which has bought many competing bus lines in its territory. The Mid-West Company has been operating a bus line between Indianapolis and Lafayette.

A substantial increase in business compared with the same period last year is reported by Splitdorf Electrical Co. Both magneto and radio lines show marked gains in volume.



State car for handling traffic problems

Wallace Portable Universal Wood-Working Saw

A new model portable saw has been added to the line of portable wood-working machinery made by J. D. Wallace & Co., Chicago, Ill. The saw, designated as Model 8, is equipped with either a 1/2 hp. motor, single phase A.C. or a 1 hp. three-phase A.C. built in, made by General Electric Co. The saw is driven by gears, no belts being used.

Sawing on an angle is accomplished by tilting the saw, the table is kept horizontal at all times.

The saw unit may easily be moved from one spot to another, the one-way castors hold the table rigid during operation and allow movement when desired. The entire top part can be removed from the stand and used as a self-contained bench type saw, as the motor and all working parts are included in the top.



New Equipment for body repairing departments

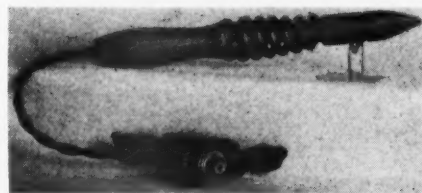
By moving the entire unit or the top alone the saw can be taken right up to the place where the work is to be done and can, if necessary be taken to the individual body being built or repaired. Saws equipped with the D.C. and A.C. single-phase motors can be operated from the electric light circuit.

Equipment furnished with the saw consists of one saw blade, rip fence, right and left cross cut fences, saw guards, ten foot cable and plug to attach to the light or power circuit.

Service station application. In body building or body repairing departments, the unit can be moved to the spot where the work is to be done.

Quick Heating Iron Marketed by G-E

A new electric soldering iron of light construction is being marketed by the General Electric Co. A rapid rate of initial heating is brought about by an unusually good heating connection between the heating element and the copper tip. A spiral of steel rod prevents heat from the tip from reaching the handle and it



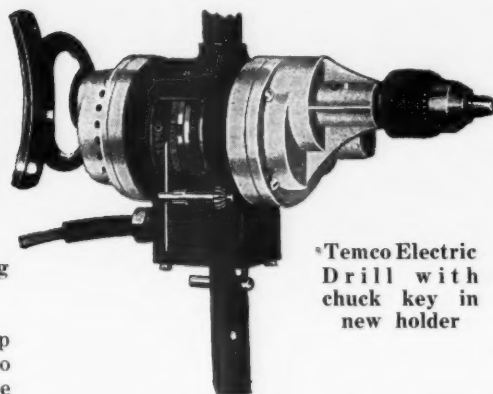
General Electric soldering iron of light construction

also provides a rigid connection between tip and handle. A powder is used for electrical insulation of the heating element, instead of the usual mica insulation. The powder is claimed to withstand temperatures of more than 2000 deg. F. without injury.

Standard sizes of the new iron range from 1 1/2 in. to 1 3/4 in. tip. Consumption of current ranges from 70 watts for the smaller iron for light and intermittent use to 350 watts for the larger size on heavy-duty. Heavy-duty irons are provided with stands so that they may be kept at operating temperature when temporarily not in use.

Chuck Key Holder on Temco Drill

A holder which keeps the chuck key on the drill and out of the way is now incorporated in all Temco electric drills.



*Temco Electric Drill with chuck key in new holder

A brass clip mounted on the drill housing just above the switch is used to retain the chuck key when not in use. Temco Electric Motor Co., Leipsie, Ohio, is the manufacturer.

Black & Decker Call Bonds Before Maturity

S. D. Black, president of the Black, & Decker Mfg. Co., announces that all outstanding first mortgage bonds remaining from the company's bond issue, Dec. 1, 1920, payable in ten years, were called for payment June 1. The fact that these bonds are being paid off four years and a half in advance of maturity is an indication of the rapid growth and sound financial standing of the company, he said.

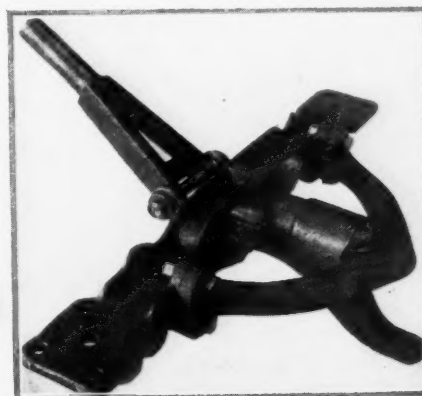
Within the last 30 days the concern purchased 30,000 sq. ft. of property in Oakland, Cal., and let a contract for the erection of a building to be used as Pacific Coast sales headquarters and for service and warehousing.

New Stabilizer Improves Tracking Qualities of Trailers

A mechanism designed to hold a trailer true to the road and make it follow exactly in the wheel tracks of the towing motor vehicle has been invented by J. F. Higbee, manager and chief engineer of the Detroit Trailer & Machine Co.

The device, as indicated in the illustration, is in the form of a half circle supported across the springs back of the steering mechanism with a direct connection to the drag-link connecting to the axle knuckles. A "V" groove is located centrally in this circular part and a roller, mounted in a plunger in the steering arm, seats itself in this groove when the trailer is going straight ahead. A 15-lb. pull will move the roller out of the "V" slot but it is held so firmly that the trailer will go straight ahead when towed by a rope or chain.

Trailer experts have long realized that the tendency of the knuckle axle type trailer to "whip" or "snake" while being



Holds the trailer true to the road

towed was due to loose connections in the steering mechanism. There are eight places where looseness can occur, in a standard machine of this type. Although any one point may not show much looseness, the combined total of all may prove very serious. The principal object in developing this stabilizer was to provide a means of compensating for this wear and lost motion.

The stabilizer has been so constructed that it can be applied to any of the older makes of this type of trailer in approximately two hours.

Greater safety, due to the fact that if the trailer is accidentally disconnected while being towed it will continue on a straight course; lower maintenance costs of trailers because steering connections need not be re-bushed so frequently are two of the advantages claimed for the stabilizer.

Rainier Truck Assets Sold

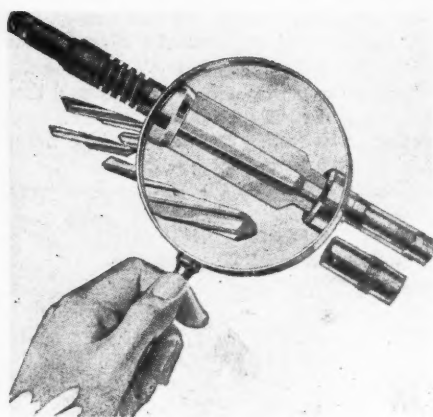
Assets, including machinery, plant, parts, and notes and bills receivable, of the Rainier Motor Car Corp., Flushing, L. I., were sold at auction recently to satisfy a claim of the U. S. Government for upwards of \$25,000 for excise tax on trucks sold.

The JMC Expansion Reamer

In the White Company's service departments the JMC expansion reamer has just been standardized because it has been found to save its cost in piston pin work in a very short time. Spiral fluted blades are used which are replaceable. Having the cutting edge on the bias chattering is eliminated. Both slots and blades are precision ground, ensuring a firm backing for the cutters.

At one end of the tool is a tension spring that permits of quick, easy and close adjustment, when the single adjusting nut at the other end is tightened.

A total range of expansion of 0.057 in. is obtainable with all sizes of reamers. The Chicago White service department



JMC Expansion Reamer has replaceable blades

reports that the reamer is easy to operate largely because the spiral blades tend to push the tool out instead of pulling it into the hole; that it will not make a deep cut nor chatter when blunt, and operates perfectly in taking a finishing cut. The reamer can be kept in use continually because extra sets of blades are sold with the tool and can be used while the others are being reground.

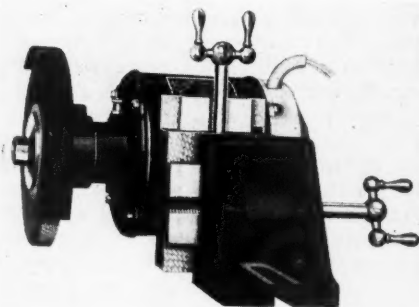
The makers are the Scully Steel and Iron Co., of Chicago.

Hisey-Wolf Side Grinder

A new double slide grinder has been added to the line of "Hisey" portable electric tools manufactured by the Hisey-Wolf Machine Co., of Cincinnati, Ohio.

This grinder has a vertical slide travel of 5½ inches and a horizontal movement of 4¼ inches. Each slide operates independently, allowing a quick and accurate adjustment to the work.

The motors are either alternating or direct current, the former of 110 volts single phase, and 220 volts single or three phase. Direct current motors are for operation with 115 or 230 volts. The price of the grinder equipped with alternating current motor is \$150 and for direct current \$145.



New double slide Hisey portable side grinder

Heil Steel Bodies for Ice Hauling

Steel bodies are coming into more general use for hauling ice, according to The Heil Co., Milwaukee, Wis. They report a number of large fleets of ice delivery trucks using steel bodies successfully.

Light duty trucks with steel bodies are used by the Random Ice & Coal Co., Milwaukee, the bodies measuring 7 ft. 6 in. long, 4 ft. 6 in. wide, and 24 in. high. The City Ice & Supply Co., of Chicago, are using a number of Heil steel bodies which are 10 ft. long, 56 in. wide and 56 in. high with a tailgate to prevent the bottom tier of cakes from falling out. A chain is used to keep the top tier in place.

The question of melting, which has been an objection to steel bodies for ice hauling has been overcome by the use of wooden strip liners to form a dead air space and by painting the bodies a light color to reflect rather than absorb the heat of the sun.



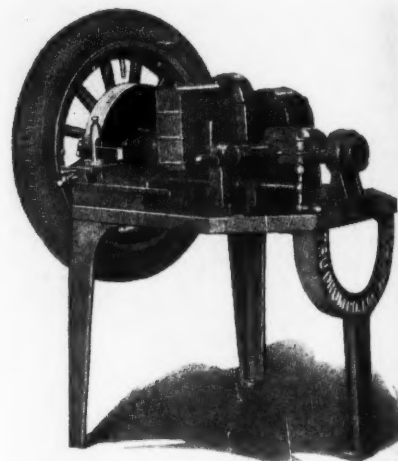
Ice companies are gradually adopting steel bodies. Two types of Heil ice bodies are shown above

Clyder Tru-Drum Lathe

A new motor driven device for turning brake drums without removing them from the wheels has been perfected by J. D. Clyder, Los Angeles, Calif. The machine known as the "Tru-Drum" Lathe, is operated by a Westinghouse 1/3 hp. motor.

In operation the wheel, with brake drum intact, is mounted in the lathe on a mandrel. The cutting tool is set as on any lathe and after the required depth of cut is adjusted the power feed is put into action. The lathe stops automatically at the end of the cut so that the operator may do the other work such as relining the bands while the cut is being made.

The time required to cut across the



Special equipment for truing up drums

face of the average size drum is about 15 min., according to the makers.

Elimination of the cumbersome and slow method of detaching brake drums from wheels and replacing them, and greater economy of labor and material are the more important advantages claimed for this machine. Very little clearance need be allowed between band and drum after the machining operation.

The three legs of the machine are adjustable to allow for unevenness of the shop floor. The equipment furnished with the lathe includes, tool holders, tool wrench for mandrel nut and a complete set of mandrels for holding the wheels.

Carbon and Valve Tools in Kits

Kits containing complete sets of tools for carbon and valve jobs are offered by Black & Decker Mfg. Co., Towson, Md. The Universal Kit is priced at \$68. The Ford Kit is \$60.

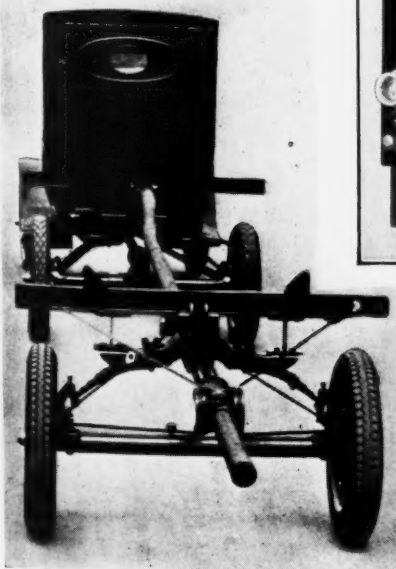


Kit for carbon and valve jobs

"Allford" Semi-Trailer Uses Ford Truck Parts

A semi-trailer, designed for use with the Ford ton truck, is manufactured by the Utility Trailer Mfg. Co., Los Angeles, Calif. As shown in the illustration standard Ford truck parts are used largely in the assembly.

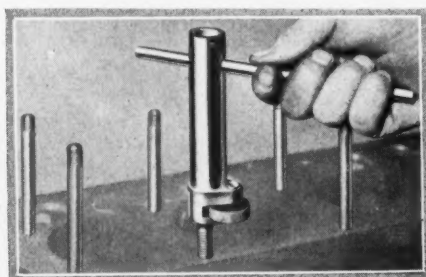
Various types of bodies can be used with the "Allford" trailer to adapt it to the different types of hauling. The "Allford" is marketed exclusively through Ford dealers. The retail price is \$350 including the turning bolster for the truck.



Semi-trailer for Fords

Stevens Stud Wrench

A wrench for removing and setting up studs is manufactured by Stevens & Co., New York City. A knurled roller, placed off center, grips the stud without marring. A loose bar handle gives leverage and allows action in tight corners. The wrench may be used on studs from 1/2 in. to 5/8 in. diameter.



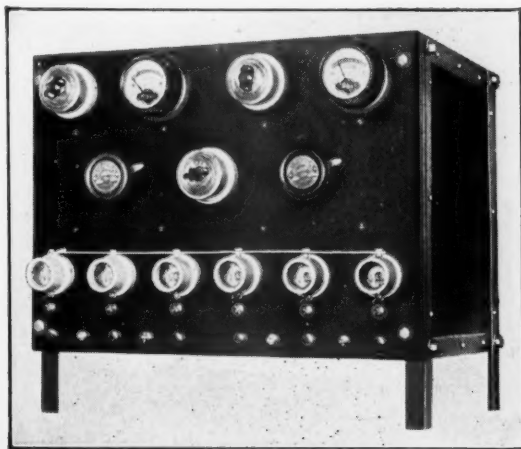
Grips Stud without marring

Acme Offers Large Capacity Charger

A bulb type battery charger of large capacity has been placed on the market by the Acme Electric & Mfg. Co., of Cleveland. It charges 24 six-volt batteries and six sets of 48-volt radio B batteries at the same time.

The charger is supported on an angle iron frame with the ammeter, switch and rheostat mounted on a slate panel. A double winding is used on the transformer. The charger starts automatically after line current interruption.

The Acme line of battery chargers covers a range from the small "trickle" charger for radio sets to the new Dreadnought A.D.-24, here described, for commercial use.



Bulb type Acme Charger

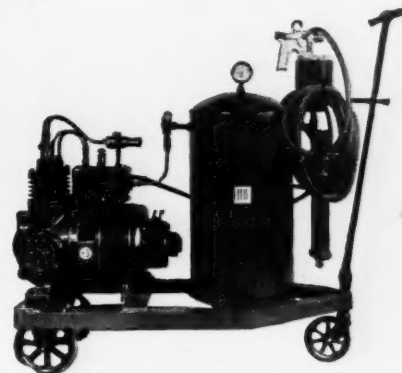
Manley-Friend Car Washer

A car washer of the straight water-pressure type has been put on the market by the Manley Mfg. Co., of York, Pa. The machine is manufactured exclusively for the Manley Co., by the Friend Mfg. Co., which has been making pressure spraying apparatus for thirty years.

The Manley-Friend car washer will be sold through the regular Manley jobbers.

H-B Portable Compressed Air Unit

The H-B Silent Automatic Twin air compressor has been mounted on a rubber-tired truck to make a portable unit. It may be used for cleaning engines, refinishing cars, and operating pneumatic tools requiring up to 85 lbs., air pressure. Prices will be quoted on application to Hobart Bros. Co., Troy, Ohio.



H-B Compressor on truck

Lymetco Tu-Dor Cabinet

A space saving cabinet for use in automotive establishments is marketed by the Lyon Metallic Mfg. Co., Aurora, Ill. It is constructed of metal throughout and may be had in special wood finish, if desired. Space is provided for hats and coats as well as office supplies and advertising material.

The manufacturers also offer five other type of cabinets, the Desk-Hi, Counter-Hi, Won-dor, regular Tu-dor and the Lymetco Steel table.



Space saving office cabinet

Torrington Ball Bearings

The Torrington Co. which has been manufacturing ball bearings since 1912 has expanded the range to include all standard numbers from 25 m/m down, in both magneto type, single and double row, and radial or closed type.

The business was established in 1866 as the Excelsior Needle Co., at Torrington, Conn., and the accuracy in manufacturing used in needlemaking is continued in the ball bearing production.

New Company Building Huffman Trucks

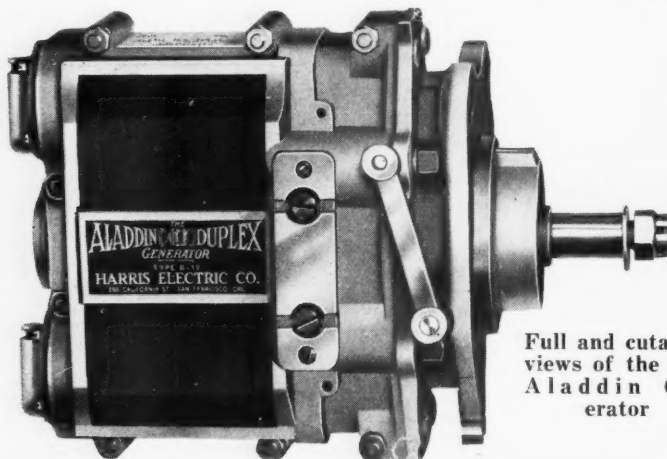
The Valley Motor Truck Co. has been organized by a group of Chicago men who have been closely connected with the automobile and truck industry for some years. The new company has taken over the entire factory of the Huffman Brothers Motor Co., of Elkhart, Ind., and has started production on two new models of Huffman trucks, a 1½ ton and a 2½ ton.

The new organization is headed by Louis Poncher, president and general



manager; B. E. Smith, vice-president; S. T. Smith, secretary, and L. C. Smith, treasurer. The sales organization will be in charge of M. E. Hoshaw, and R. E. Cheddister will have charge of engineering.

Huffman truck model EH, which has a carrying capacity of 3,000 lb., has a Hercules OX four-cylinder engine, 4 in. bore and 5 in. stroke with electric starter, Fuller transmission, Hotchkiss drive with bevel gear rear axle. Pneumatic tires size 33 x 5 are standard equipment. Wheelbase is 132 in. with options of longer or shorter on special order. Model BC has a rated capacity of 4,000 to 5,000 lb. The engine is a Continental S-4, 4¼ x 4½ in. Transmission is also Fuller with Hotchkiss drive to worm rear axle. Solid tires, 34 x 4 front and 34 x 7 rear, are standard, but pneumatics may be had at extra cost. Wheelbase is 140 in., but longer or shorter are supplied on order.



Kokomo Truck Mirror

A new truck mirror is announced by the Kokomo Automotive Manufacturing Co., Kokomo, Ind.

The mirror is furnished with a round glass, 5 in. in diam., and made of quality polished plate glass, and silvered by a special process. The bracket is a strong steel rod, 18 in. long and designed to reduce vibration to the minimum and to provide a strong, permanent support. Although low in price, the new product is said not to have been cheapened in any way.



New Huffman
2½-ton Model
B. C.

Kokomo Truck
Mirror
5-18

The new mirror is being marketed as Kokomo Truck Mirror No. 5-18. The Fulton Company, Milwaukee, Wis., is the exclusive sales representative.

Aladdin Generator Provides Lights Without Batteries

An electric generator which provides lights for trucks and buses without the use of batteries is manufactured by the Harris Electric Co., 255 California St., San Francisco, Calif., under the trade name of Aladdin Duplex Generator.

The generator is of the inductor alternator type, consisting of practically two independent generators built together in

one mechanical unit. Current is generated in stationary coils by the action of two rotors, which have no windings. Each circuit may be used separately and failure of one does not affect the other.

Regulation of the alternating current produced is inherent in the design of the generator and the manufacturers claim that the voltage does not vary more than one-half volt throughout a speed range of 800 r.p.m. to 3,000 r.p.m.

A feature of the generator is that the voltage is automatically adjusted to the load at varying speeds. A block of suitable 6-volt bulbs, or 12-volt, 110-volt or any intermediate voltage is produced without making any changes in the generator or the wiring connections.

A clutch is provided which stops the generator when lights are not needed and the action of the clutch can be used to replace the usual dash switch and its wiring.

The generator is connected to the engine timing gear case by cap screws, S.A.E. flanges No. 1 or No. 2 being provided. Special flanges may be had for Mack A.C. and A.B. and White truck for belt drive.

The price of the Aladdin Duplex Generator complete with standard flange is \$90 f.o.b. factory.

Lyons Steel Counter

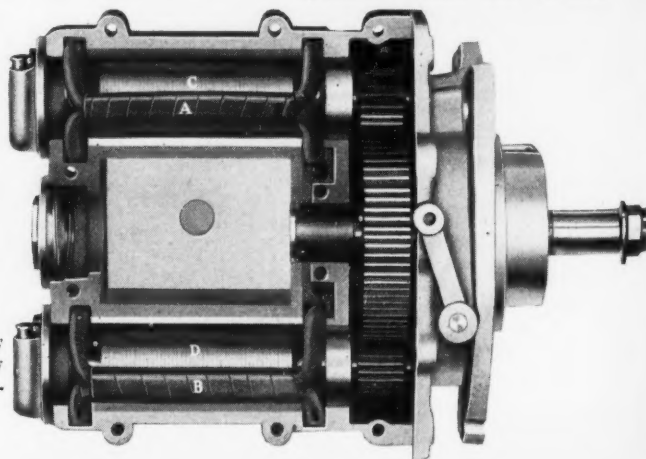
Steel counters which combine the functions of showcase and counter are being used successfully by many accessory stores and parts departments. They provide a means of putting merchandise in a position where the prospective customer cannot fail to see it.

The illustration shows the layout of Lyons Steel counters used by Mr. Carroll B. Bassett in his store in San Antonio, Texas.

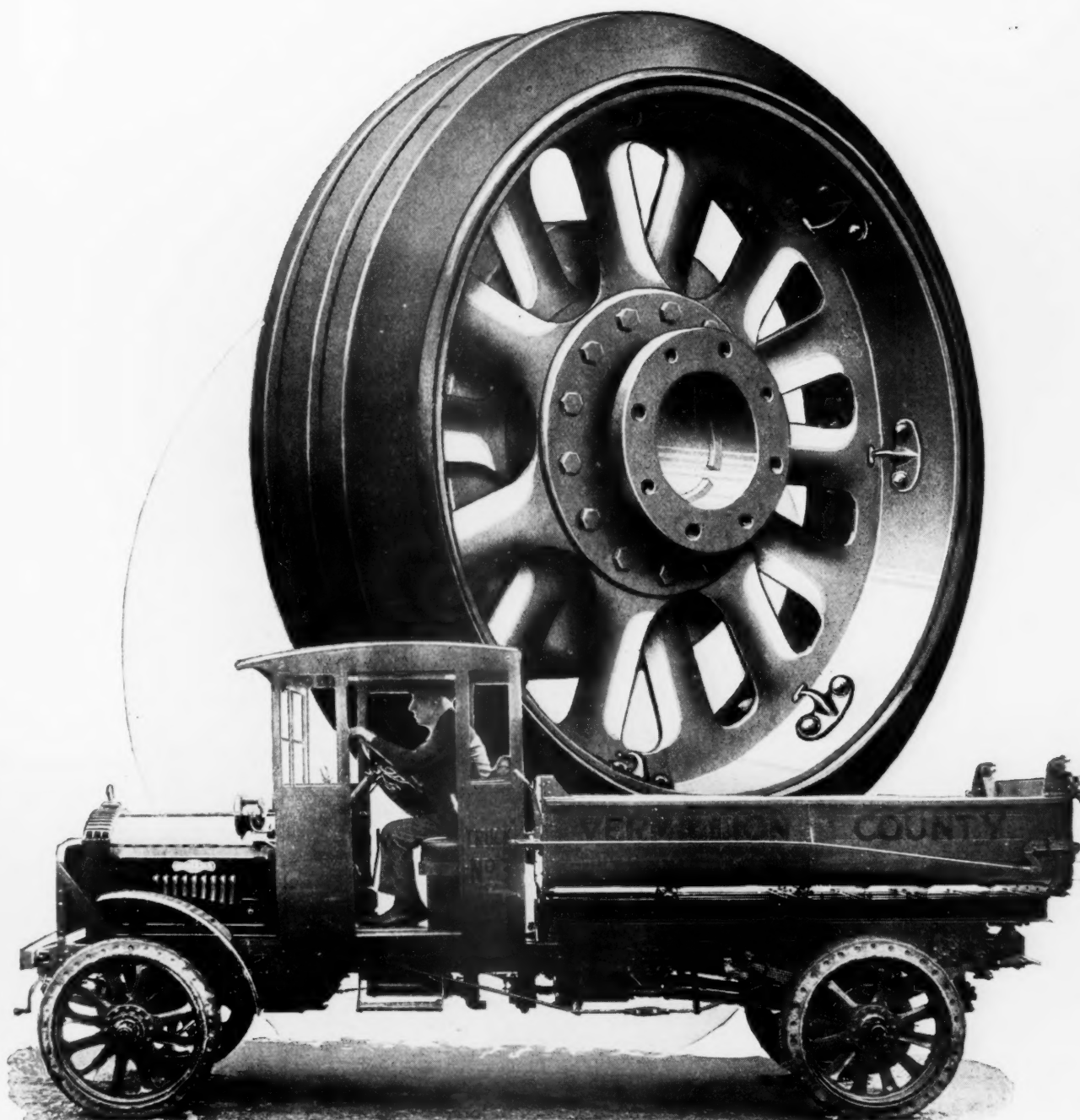


Lyons showcase and counter

Full and cutaway
views of the new
Aladdin Gen-
erator



Rolled Steel Truck Wheels *for ruggedness and long service*



BETHLEHEM STEEL COMPANY, General Offices: BETHLEHEM, PA.

District Offices in Boston, New York, Philadelphia, Baltimore, Washington, Atlanta, Pittsburgh, Buffalo, Cleveland, Detroit, Chicago, Cincinnati, St. Louis, Seattle, Portland, San Francisco, Los Angeles

BETHLEHEM

Why Unbusinesslike Principles in Merchandising?

(Continued from page 10)

basis of two or three years? By so doing they not only curtail the credit of the purchasers and themselves, but the liquid resources of their banks and depreciate the value of the motor truck as an asset to business, to the par of a horse and wagon or a good wheelbarrow. The same man who purchases a power plant for his factory, or a stock of goods for his business, and is encouraged to discount his paper, if any is accepted, has learned to expect to purchase the most important part of his equipment, TRANSPORTATION, on the basis of day labor, and paying for it in the same ratio.

Is not his policy entirely wrong in principle, in that truck business is being solicited on the basis of a dispensable luxury, rather than as a part of his equipment, as essential as the steam or electric current which helps to create the product, which must reach the ultimate consumer via "transportation?"

Let's help speed the time when motor trucks will be merchandised on the basis of value to the purchaser. Trade-ins handled on a basis of re-sale values, down-payments sufficient to insure the purchaser's interest in paying the balances due, and deferred payments limited to a period corresponding to the depreciation of the units sold.

What to Do and Not Do

(Continued from page 9)

Fig. 5 shows such a lap. It consists of a taper arbor "a" turned down from round stock with a seven degree taper. A brass collar "b" is then turned down to a few thousandths under the finished size of the hole to be reamed and a seven degree taper hole produced therein. The collar is then split with a saw so that it may be expanded on the arbor by forcing it further up on the taper. The collar is covered with oil and flour emery for the lapping operation.

The bearing is reamed to within three thousandths of its finished size after which it is lapped to size on the collar and taper arbor. The lap is revolved at a moderate speed and the work is moved on and off the lap, testing occasionally to obtain the correct size. The lapping operation will require a very little extra

time and the work will be superior to the plain reaming method.

The pilot reamer, of course, is not used for reaming connecting rod upper end bushings, as used in engines having the piston pin locked in the piston or floating in both piston and rod bushings. Otherwise the method given for reaming the piston applies to reaming the rod. The rod should be held in the vise and the reamer revolved. Rod bushings may also be lapped to size by the method previously described and a very superior bearing obtained.

Another method in general use is that of broaching the rod bushing. The broach is a non-rotating tool which is pressed through the bearing as shown in Fig. 6. In motor bearing plants broaching machines are used for this purpose. Broaching may be accomplished in a five-ton press but considerable skill must be exercised by the workman to secure accurate results. Broaching produces an excellent fit between pin and bushing if properly done. The presence of oil grooves, sometimes troublesome during the reaming operation, does not affect broaching.

The question of fit between the piston pin and bushings should not be dismissed lightly. A tight fit may cause trouble during the first few hours of operation and it causes piston slap in case old pistons are replaced in the engine. A wringing fit which will hold the rod in position as the piston is held in a horizontal plane and allow it to move when the rod is given a quick shake, as shown in Fig. 7, makes a satisfactory job. Slightly greater clearance should be given on engines having pressure feed lubrication of the piston pin bushings.

Comparisons Build Business

(Continued from page 15)

What features of the terms offered by competing dealers seem to make the greatest hit with the public?

Do competing dealers offer the same terms to all prospects or do they change terms to suit the customers and what effect does this have on their business?

In what ways are the terms offered by some of the competing dealers better than the terms you offer?

What exploitation propositions are competing dealers using that you do not use?

How frequently do competitors change their window displays and how do their window displays compare with your own?

How does the amount of advertising space used in the local newspapers by the individual competitors compare with the amount of advertising space that you are using?

What sort of demonstrations do competitors use that you are not using and just what is the effect of these demonstrations upon prospects and upon sales?

In what ways do competitors use pictures to good advantage that you are not using?

How are the salesrooms of competitors better than your own salesroom?

These are some of the principal points to consider in making the comparison and these are some of the questions which will be most helpful in getting a clear-cut comparison.

Of course, it is never good business for the dealer to pay too much attention to his competitors. When the dealer pays more attention to his competitors than he does to his own business it means that his competitors are running his business for him. Just the same, it is poor business policy for the dealer to entirely neglect his competitors, because when he pays no attention at all to the other fellows they may get away with something before he knows what is going on.

So if the dealer will every now and then make a comparison along the lines noted above—using his own knowledge and the knowledge of his staff as to what the competitors are doing—he will find that it will pep him up, give him new ideas and make it possible for him to step out and get even more business.

Try this plan and see.

Indiana Bus Lines Plan Consolidation

Twenty-four motor bus lines will be consolidated if the Indiana Public Service Commission approves plans of various traction lines to take over the companies now operating in the Calumet region of northern Indiana. It is proposed to amalgamate all Insull-owned bus lines into a new company to be known as the Shore Line Motor Coach Company, the capital stock of which is to be purchased by the Gary Railways Company and the Chicago, South Shore, and South Bend Railroad Company, both Insull properties.

Eight Committees Help Enforce Ohio Laws

Law Enforcement work in Ohio, being carried on by special committees in eight of the 15 districts of the state of Ohio is going on satisfactorily according to Frank E. Kirby, manager of the Ohio Association of Commercial Haulers. The remaining seven districts will be organized soon and it is expected that enforcement committees will be functioning in all parts of the state within a short time.

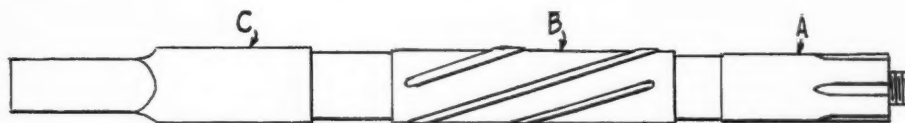


Fig. 3. Pilot reamer for piston pin bushings (see text for details)

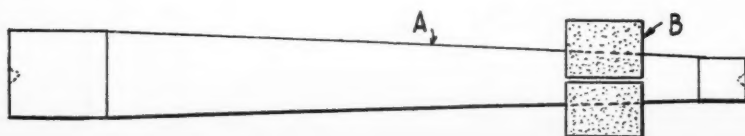
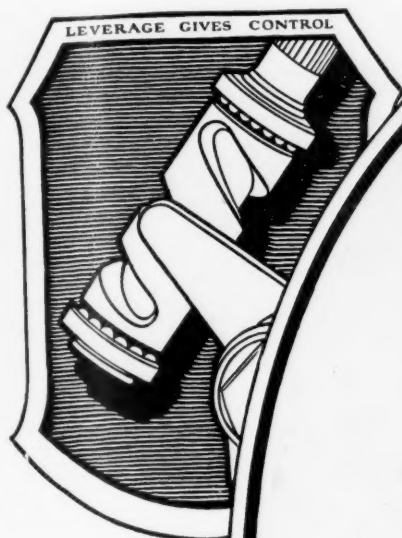


Fig. 5. Lapping tool for pin bushings



HE WON'T BE "LURED AWAY"

TRY TO LURE this chap away from his job to take the wheel of a bus that isn't Ross-equipped. Just try to pry him loose. It can't be done. He'd rather stay where there's a Ross Cam and Lever Gear to help him pilot his big coach through crowded traffic and over tricky streets and roads. The Ross makes steering easy for him and he knows it. Thus the Ross helps keep the driver problem solved for the boss . . . We would welcome an opportunity to tell you more.

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